Volume VII, No. 7 July, 1931

SOAP

THE JOURNAL

with which is included an

Insecticide & Disinfectant Section

Published by MACNAIR-DORLAND COMPANY, INC., 136 Liberty Street, New York

Gold Anchor

OIL BERGAMOT

ITALIAN producers have advanced their prices considerably in the past few weeks from the very low point the market reached last month. Even at today's levels, this oil represents an unusually attractive purchase.

Our GOLD ANCHOR oil is the finest oil available, offered now at prices practically on a par with competing oils. We offer also our less expensive grade, comparable as to quality with oils of accepted standards.

Call on us for samples and quotations for prompt shipment and contract lots.

UNGERER & COMPANY
NEW YORK

LIQUID SOAP

QUALITY THAT'S FAR ABOVE THE AVERAGE

QUALITY *in liquid soap means more* than the percentage of soap solids contained in the soap. *The quality of the ingredients and the skill with which they are compounded* has as much to do with the satisfactory performance of a soap in your customer's washrooms as does the percentage of true anhydrous soap. *Both are important*—overlook neither.

You can depend upon any Eagle product because it is made by the Laboratory Method from *the finest obtainable ingredients* in a large, modern and efficiently equipped plant, by the Laboratory Method. Not only may you be sure that every drum contains the specified true soap content, but also that *every ounce of soap will be mild and neutral and that your customers will be so pleased that you will naturally get repeat business. Write for samples.*

FALCON
Blocs and Crystals

We also manufacture Air-sweetening Blocs and Crystals which recondition the air. Falcon Blockettes are made for urinals.

FALCON
Scrub Compounds

We specialize in scrubbing compounds for all types of flooring. Our Floor Department will help you.

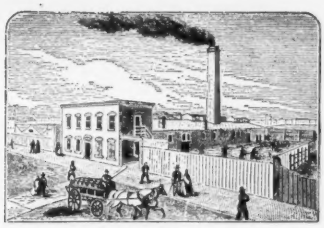
FALCON
Floor Waxes

Falcon Waxes are made in several types for easiest application and longest service.

EAGLE SOAP CORPORATION

E. JACKSON BOULEVARD ~ CHICAGO ~ ILLINOIS

1831



First factory of the Philadelphia Quartz Company under the present name.

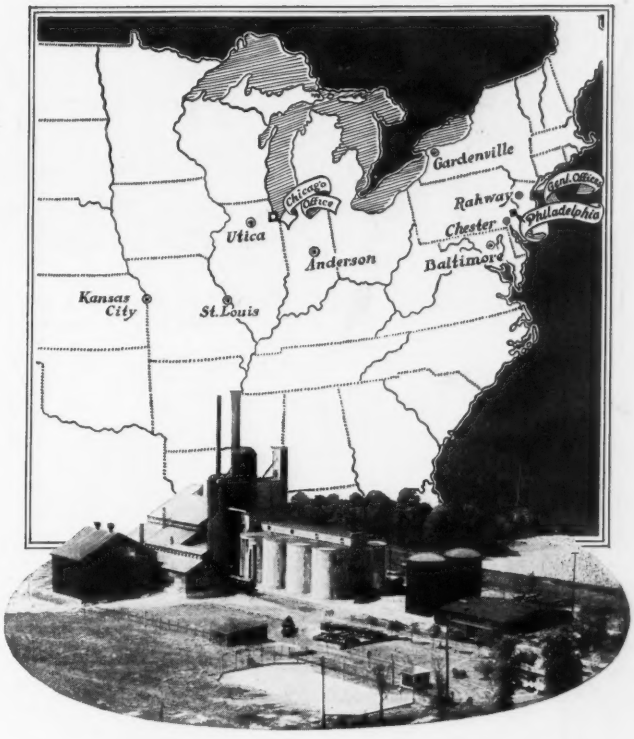
Beginning Another Century

1931

JULY 21, 1931 marks the entry into the second century of our business, and we pause to look in each direction—into the past for the century's experience and into the future to chart a true course for the years to come.

One hundred years ago a factory was established in Phliadelphia by our founder, Joseph Elkinton, to manufacture soap and candles. For thirty years these were the chief products, but in 1861 there began the manufacture and sale of a new material, silicate of soda. By the close study of its properties and the needs of various processes, the usefulness of this unusual chemical extended to other avenues from its original use in soap making. The Philade'phia Quartz Company now exclusively concentrate on developing the manufacture and uses of silicate of soda.

We plan for the future in purpose, in discovery, in methods, and as we enter another century of service, there is one dominant note that has been with us from the beginning. It will, we feel sure, direct us in the years ahead—that wise and kindly admonition of Joseph Elkinton to his son "to continue to dwell under a proper regard for the best things."



Philadelphia Quartz Company

General Offices and Laboratory

121 S. Third Street, Philadelphia

Branch Office: **205 W. Wacker Drive, Chicago**

WORKS

ANDERSON, IND.
BALTIMORE, MD.
CHESTER, PA.
GARDENVILLE, N. Y.
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THE NEWPORT AROMATICS *for Soap*

RHODINOL I, SCUR

Contains the chief components of the natural Rose oil with considerable advantage in price. Very valuable for high class Soaps.

RHODINOL ACETATE, SCUR

Its fragrant and slightly fruity odor makes it particularly suited for improving bouquets. Its fastness will appeal to soap-makers.

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Say you saw it in SOAP!

SOAP

Reg. U. S. Patent Office

with which is included an

Insecticide & Disinfectant Section

Volume VII | JULY, 1931 | Number 7

«

Insecticide and Disinfectant Section, which is included as a department of every issue of SOAP, begins on page 79. News, articles, and editorial opinion on insecticides, disinfectants, and allied sanitary products appear in that section of this publication.

«

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Your bad out-standing accounts. We are represented throughout the World. No charge unless successful. Call or write

INDUSTRIAL CREDIT ASSOCIATION

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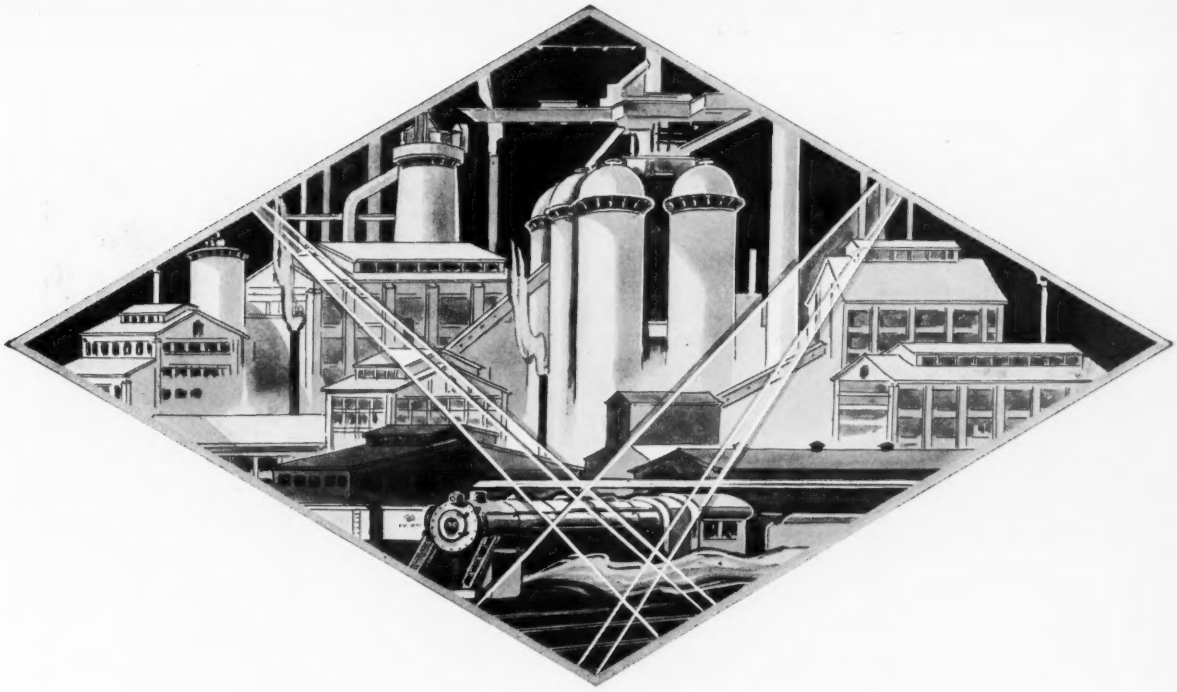
Say you saw it in SOAP!



CONSTANCY

Turn the hand of Time forward or backward six months . . . a year . . . or even for several years . . . compare the quality of DIAMOND Alkalies with the DIAMOND product you have available today . . . then you will appreciate the value of *constancy* in DIAMOND Alkalies.

Every modern facility to improve and control quality has been adopted in their manufacture . . . your assurance of constant uniformity.

Diamond Alkali Company

Pittsburgh, Pa. *and Everywhere*

DIAMOND PRODUCTS

58% Soda Ash
76% Caustic Soda
Bicarbonate of Soda
Liquid Chlorine
Special Alkalies

DIAMOND ALKALI

Say you saw it in SOAP!

L668.051
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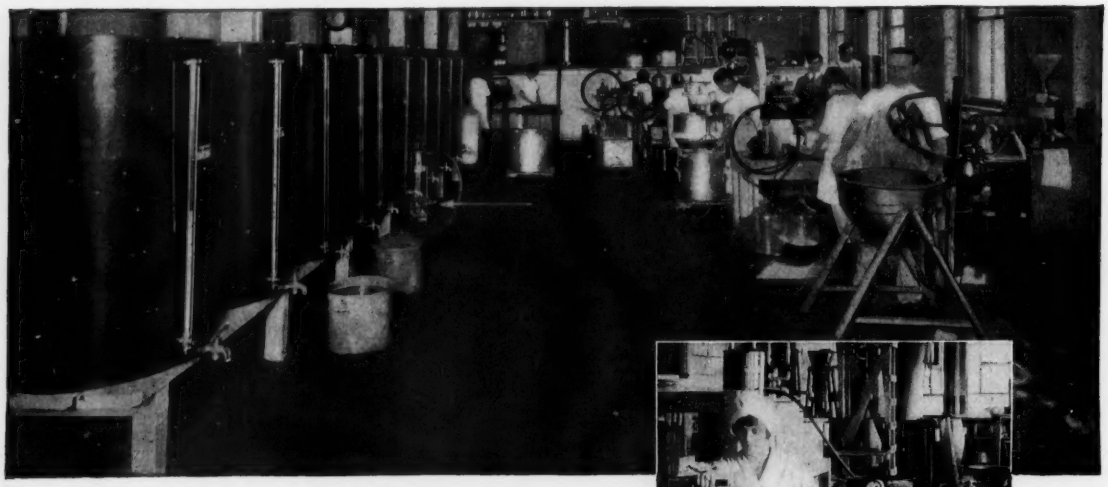
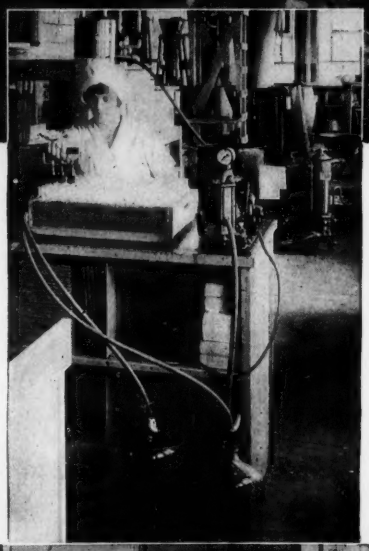
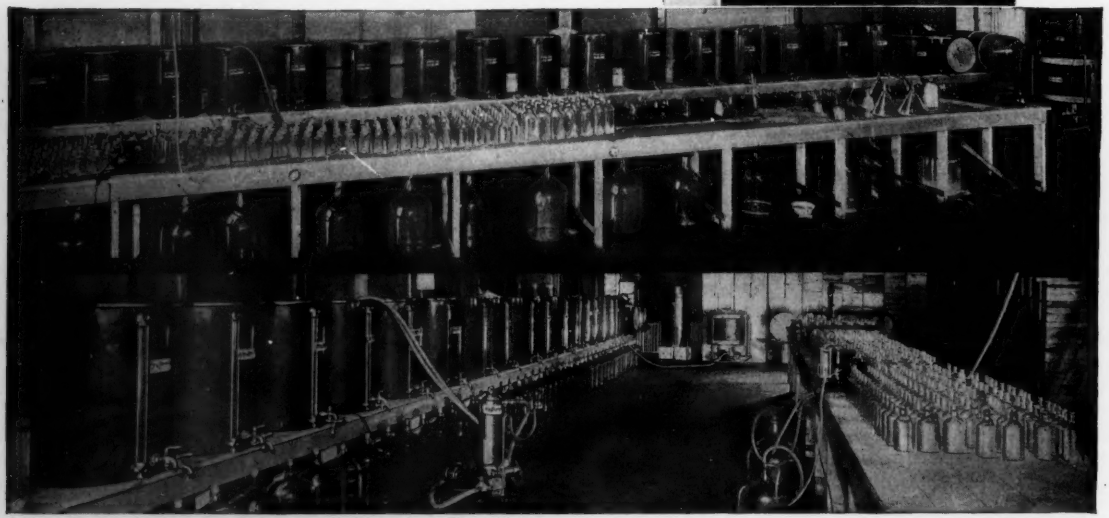
FOR MODERN LIQUID PROCESSING



This modern plant uses three "Hy-Speed" Vacuum Electric bottle-fillers at one time, filling orders for many different products in much less time than would be possible with one large machine. In the same plant is a battery of ALSOP air-tight tanks, a "Hy-Speed" Internal Pressure Filter, and a "Hy-Speed" Paste Mixer.



This action picture of a "Hy-Speed" Vacuum Bottle Filling Machine was taken in a large pharmaceutical plant where many different products are bottled. Note the filter and glass-lined tanks in the background.



This plant, too, is completely equipped with ALSOP Glass-Lined Tanks and equipment. Its owners have found that our Bottle-Filler handles their entire output most efficiently. After 3 years of constant use it is still operating perfectly.

ALSOP ENGINEERING CORP

This page is reproduced from the new, profusely illustrated catalogue of Alsop MIXERS, FILTERS, PUMPS, BOTTLE-FILLERS and GLASS-LINED TANKS. Write for your copy.

39 West 60th Street New York City

Say you saw it in SOAP!

A Buckeye Wax for EVERY TYPE of FLOOR!

For LINOLEUM, WOOD, TILE, TERAZZO, MARBLE and CEMENT FLOORS

BUCKEYE LIQUID WAX is a perfect emulsion of minutely divided particles of hard wax in a quick-drying solvent of high flash point.

It is so smooth, so perfectly dispersed throughout the liquid, that it will spread easily, quickly and thoroughly to produce an even film over the surface. Requiring only about 20 minutes to dry before polishing, it gives a hard, brilliant, greaseless finish, difficult to mar.

You may buy BUCKEYE LIQUID WAX in 55 gallon drums, half drums, quarter drums, 10 gallon cans, 5 gallon cans or 1 gallon containers. It requires no agitation to keep it in solution—no stirring every time you want to use it.

For RUBBER TILE, RUBBER FLOOR, MASTIC FLOORING, ASPHALT TILE FLOORING

BUCKEYE AQUAWAX has been developed in our Laboratories for use on any flooring which is made wholly of rubber or which makes use of rubber in its composition.

BUCKEYE AQUAWAX contains a maximum percentage of hard waxes carried in finely dispersed particles in aqueous solution, and will not separate on standing.

It requires only a few minutes to dry, and produces a brilliant finish which is not slippery or greasy. Except where the traffic is unusually heavy, it will require rewaxing only two, or possibly three, times a year.

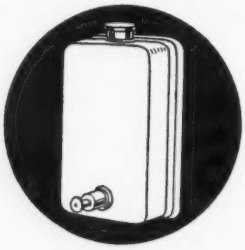
WRITE FOR SAMPLES AND PRICES

The Davies-Young Soap Company
Dayton, Ohio

"BUCKEYE" LIQUID WAX **"BUCKEYE" AQUAWAX**

Copyright 1931
By The Davies-Young Soap Co.

Say you saw it in SOAP!

Here at  Last!

NEW Sop-O-zoN No. 12

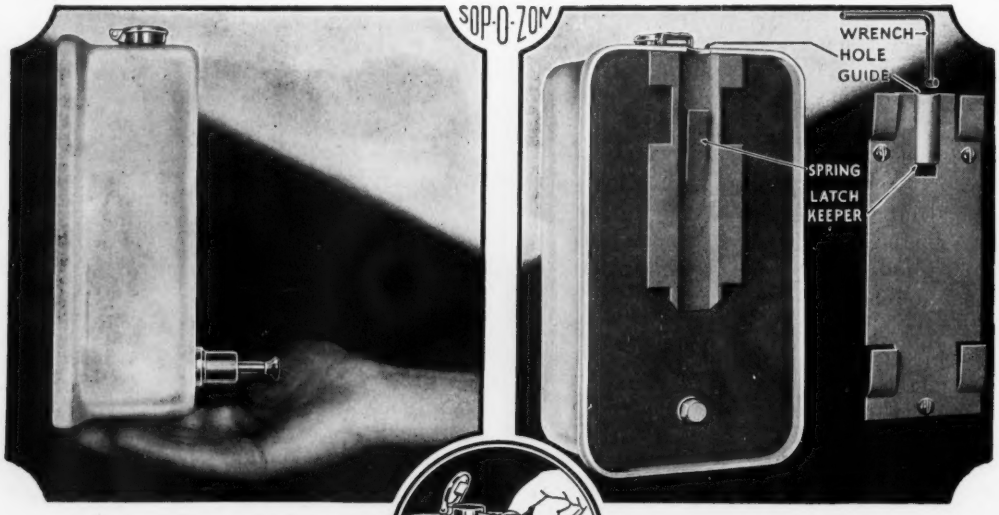
The Largest *and* Most Durable Liquid Soap Dispenser Made

Designed especially *for* heavy duty *in* busy wash rooms.

TEN EXCLUSIVE POINTS of SUPERIORITY

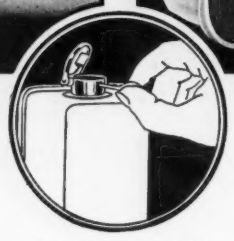
1. Indestructible body of heavy steel.
2. Glistening White Porclain Enamel.
3. Capacity more than one quart!
4. New easy method of installation.
5. Locked Filler-cap opens with key.
6. Dispenser locked to wall. Theftproof!
7. Removed from wall only with special wrench.
8. Dependable Sop-O-zoN replaceable valve.
9. Tested under air pressure—leakproof!
10. One piece construction. No loose parts.

EASY TO USE!



EASY TO INSTALL

No leverage or strain on the concealed screws. The Push is straight against-the-wall. Push-Botton is 4¾″ and Soap Spout 3¼″ from the wall.



Back-plate is screwed to wall. Dispenser slipped down into place and is locked to the wall! Only special wrench will release Spring-latch permitting removal of dispenser.

Locks Itself!

Bobrick Manufacturing Corporation

219 Fourth Avenue
NEW YORK CITY

Originators of good soap dispensers since 1906

113 Garey Street
LOS ANGELES, CALIF.

Say you saw it in SOAP!

for fine theatre sprays

WATER SOLUBLE PERFUMES

A completely new line of water soluble perfumes, especially made for use in theatre sprays, has been developed in our laboratories. These new products, which are made in wide variety of odors, may be used from two to four ounces to a gallon, depending on the strength desired in the finished spray. It is only necessary to mix them with tap water. The resulting solution will be practically clear and ***will not separate.*** These water soluble oils are available in three series—priced at $1.50, $3.00 and $5.00 per pound. A few suggestions are given below.

Special Offer—We have a limited quantity of Terpinolene available. This product at 17 cents per pound, will be found very effective in masking harsh chemical odors.

Suggestions

Narcisse
Oriental
Jasmin
Lilac
Rose

Etablissements
ALBERT VERLEY

Represented in the United States by

ALBERT VERLEY, Inc.

11 East Austin St. Chicago

Say you saw it in SOAP!

"YES!"

Says the Driver . .

Sold *by the* CAN

BRIGHT, spirited Packings have "a way" with consumers always . . everywhere.

Here are designing genius, manufacturing skill and experience . . *consolidated* . . aiming to prepare your Package for attention . . to dress it up for Sales.

Any liquid or solution will be given "container appeal" . . attractively and conveniently. CANS of the Oblong Type, as above, provide large, flat display surfaces.

Color Decorations to order . . Plain if preferred.

NEW CONTAINER IDEAS FOR MARKETING ANTI-FREEZE SOLUTIONS
One-Two and Five Gallon Sizes

Disinfectants Chemicals
Wood Preserver
Liquid Preparations
Volatile and Non-Volatile

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Sales and Executive Offices: 110 E. 42nd St. New York City
PLANTS: New York City · Baltimore · Brooklyn
THE FISCHER CAN COMPANY DIVISION
Hamilton, Ohio

Say you saw it in SOAP!

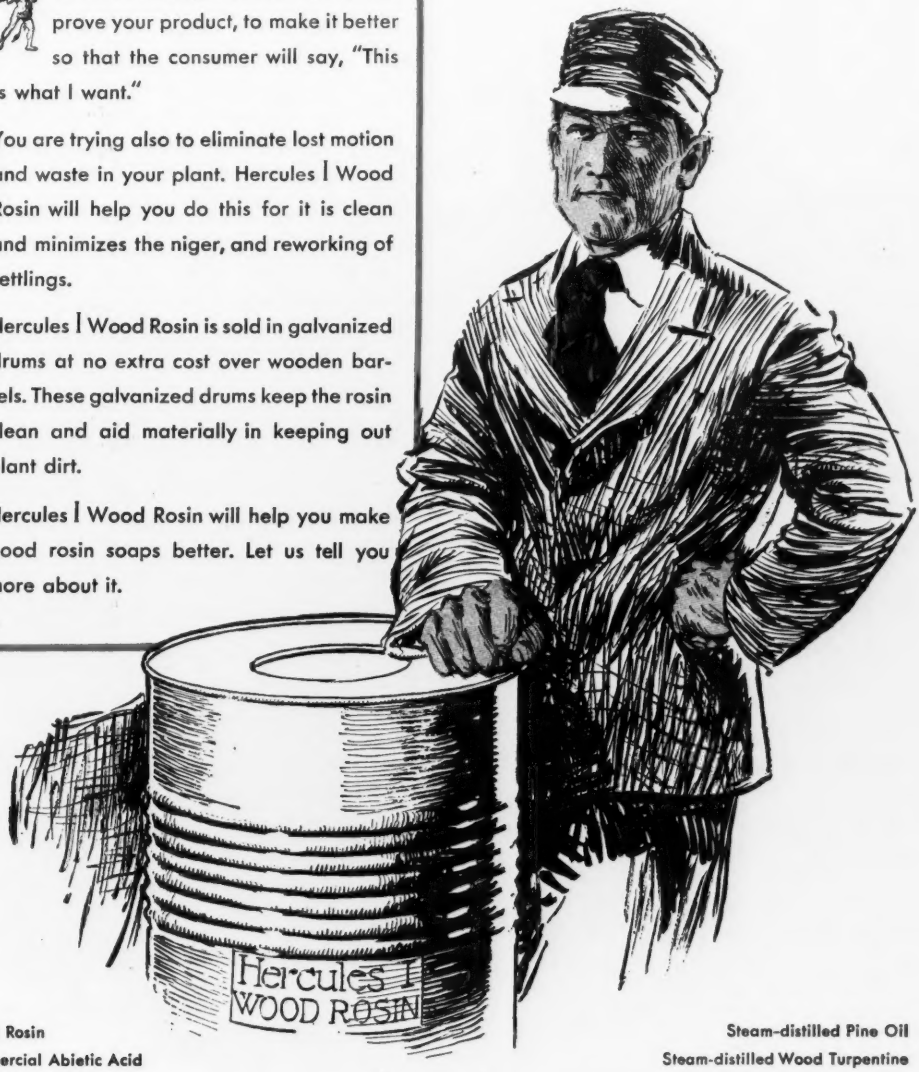
MAKES GOOD ROSIN SOAPS BETTER

You are trying constantly to improve your product, to make it better so that the consumer will say, "This is what I want."

You are trying also to eliminate lost motion and waste in your plant. Hercules I Wood Rosin will help you do this for it is clean and minimizes the niger, and reworking of settlings.

Hercules I Wood Rosin is sold in galvanized drums at no extra cost over wooden barrels. These galvanized drums keep the rosin clean and aid materially in keeping out plant dirt.

Hercules I Wood Rosin will help you make good rosin soaps better. Let us tell you more about it.



Wood Rosin
Commercial Abietic Acid

Steam-distilled Pine Oil
Steam-distilled Wood Turpentine

NAVAL STORES DEPARTMENT

HERCULES POWDER COMPANY
INCORPORATED

961 MARKET STREET, WILMINGTON, DELAWARE

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GG-11

Say you saw it in SOAP!

They color all your products—

PYLAM CHLORO COLORS

Fast to Alkali, Light, Tin Heat-Proof and Age Proof

Pylam Chloro colors afford you a real opportunity to cut your color inventory. Anyone of them will color all your soap products.

Cold Toilet Soaps
Milled Toilet Soaps
Soap Pastes
Shampoos
Soap Bases
Liquid Soaps
Toilet Waters
Bath Salts

It certainly will pay you to send for free testing samples.

PYLAM CHLORO OPAL
The fastest fluorescent color made.

PYLAM CHLORO GREEN
The same shade as chlorophyl and much more economical to use.

PYLAM CHLORO AMBER
A real amber shade, highly concentrated, does not stain.

PYLAM CHLORO VIOLET
A delicate violet color that makes an instant appeal.

PYLAM CHLORO SCARLET
A very fine shade that will win an instant response.

SEND FOR FREE SAMPLES

PYLAM PRODUCTS COMPANY

MANUFACTURING CHEMISTS — IMPORTERS — EXPORTERS

53 PARK PLACE NEW YORK, N. Y.

CITR-O-NEL

50% Cheaper

Better than Citronella!

No Market Fluctuations

---

5 lb. lots —$.40 per lb.

50 lb. lots — .30 per lb.

100 lb. lots — .27 per lb.

500 lb. drums— .24 per lb.

FELTON CHEMICAL CO., INC.

599 Johnson Avenue

BROOKLYN, N. Y.

Chicago Office: **1200 NORTH ASHLAND AVENUE**

Say you saw it in SOAP!

DOW COUMARIN

Fixation of the true odor of the perfume used is of prime importance, as the odor of a product is often its greatest sales advantage.

Manufacturers of soaps, cosmetics and kindred products know that a pure Coumarin free from adulterant odors gives the most satisfactory results.

Such a Coumarin is that carrying the Dow trade mark. Supplementing its known purity with ready workability, it is a Coumarin of finest quality for use as a perfume fixative.

Sample and quotation may be had on request.

Other Dow Products:
Paradow, Methyl Salicylate, Methyl Anthranilate, Phenol U.S.P., Carbon Tetrachloride 99.9%, Caustic Soda

TRADE DOW MARK

THE DOW CHEMICAL COMPANY, MIDLAND, MICHIGAN

Say you saw it in SOAP!

PROSPERITY HINT

PUSH THE PROFITABLE PRODUCTS

GOOD LIQUID SOAP—SOLD RIGHT* CAN'T HELP BUT INCREASE YOUR PROFITS

Clifton specialized bases and liquid soap have been aiding many concerns towards a GREATER SUCCESS. (They can do the same for you.)

FOAMWEL LIQUID SOAP . . .

The main characteristics of Foamwel are quick and profuse lathering in both hard or soft water. It rinses off quickly leaving hands soft and smooth. Made from pure white Cochin cocoanut oil. Aged in cypress tanks before shipping. For these reasons Foamwel is distinctly superior to ordinary liquid soap.

CLIFTON LIQUID SOAP CONCENTRATE . . .

A concentrated product used for the manufacture of liquid soap by merely adding 2 to 3 times as much plain hydrant water. Clifton Liquid Soap Concentrate is made from the same high grade materials as Foamwel Liquid Soap but approximately 2½ times as concentrated. (Anhydrous content 42%.) Saves time and labor. It is sparkling clear and stays this way in even the coldest weather.

CLIFTON LIQUID SOAP BASE . . .

Recommended for those manufacturers who have facilities to use the solid material. Should be broken up in small pieces and dissolved in 2 or 3 times as much by weight of hot water. Add perfume and coloring if desired, then let stand for a few days after which time the liquid will become clear.

DUODEK SOAPER . .

Two Durable Dispensers That Will Help You Get Reorders On Liquid Soap.

—

Chromium Plated

TILTYPE SOAPER . . .

SEMI-CASTILE LIQUID SOAP . . .

Made from half olive oil and half cocoanut oil. Used where an extra bland and unguent soap is required. Recommended for delicate hands.

OLIVE OIL SYRUP . . .

A concentrated product to which water should be added before filling dispensers. Contains a small percentage of cocoanut oil to enhance lather. Used in hospitals to wash new born babies.

OLIVE OIL BASE . . .

Made from 100% olive oil. Often used by manufacturers in connection with cocoanut oil base to accomplish extra softness and smoothness in making up finished liquid soap.

* One highly successful jobber found that by offering to install for prospects a dispenser filled with liquid soap for trial without charge that **5 out of 6 ordered!**

CLIFTON CHEMICAL CO. INC.
CLIFTON BLDG., 246 FRONT STREET, NEW YORK CITY

OTHER CLIFTON PRODUCTS—LIQUID FLOOR SOAPS, COAL TAR AND PINE DISINFECTANTS—OIL SOAPS—DEODORANT CAKES, BLOCKS AND CONTAINERS

Say you saw it in SOAP!

OIL YLANG YLANG

MANILA—

Both *Monsanto* and *Siegert* brands of Manila Ylang Ylang oil originate in the province of Manila. These oils, distilled from cultivated flowers, are appreciably superior to and not to be confused with so-called "Manila Oils," produced in outlying provinces from wild Ylang Ylang flowers. The full body and fragrance of the *Monsanto* and *Siegert* oils leave no doubt as to their superiority for perfume purposes.

MADAGASCAR—

Present attractive quotations for genuine Madagascar Ylang Ylang should command the favorable attention of the soap perfumer. It has been many years since this oil sold at anything approaching today's prices. Our present stock is ample to take care of your requirements both as to quality and price. Let us quote you a price and submit sample.

BOURBON—

As with Madagascar Oil, the Bourbon type is now offered at very attractive levels. This applies to the Extra and Prime types, the only two grades we sell. Our arrangements with the foremost producers guarantee our receiving and selling only oils of the finest quality.

UNGERER & CO. NEW YORK

UNGERER & CO.

New York

Say you saw it in SOAP!

SOAP

VOLUME SEVEN NUMBER SEVEN

An Employment Record

THE recent detailed report on employment conditions in the soap industry made to the President's Emergency Committee for Employment by Roscoe C. Edlund, manager of the Association of American Soap & Glycerine Producers, leaves little to be desired both in its findings and in the thoroughness with which the investigation was made. We had anticipated that the survey, when completed, would show perhaps, a slight drop in employment among soap manufacturers. On the contrary, a considerable number of companies reported a substantial increase in employment. None reported any material decline. The average of all companies, we should judge, is higher than it was a year ago.

As has been noted before, employment conditions today among soap makers reflect chiefly the prosperous condition of the industry as a whole. In many instances, however, they represent in addition well-planned employment policies designed to meet and flatten out the sharp ups and downs in the chart of employment. It is not all chance that the soap industry stands out almost alone in the present employment situation of the country. There is a great degree of good sound business foresight involved.

—o—

A definite appropriation has been set aside by the Board of Education in New York City for supplying soap, towels, and hand-washing equipment in the schools of the city beginning next fall. It was some time ago that the educational authorities of the city decided that hand-washing facilities were an essential part of school equipment. Cleanliness Institute states that in only one-third of the schools of the country are complete hand-washing facilities available. Progress is slow, but sure. In time, schools without full washing equipment will be rare. The action by the New York Board of Education should encourage other delinquent cities to follow suit.

—o—

Perfuming Material Prices

IF there is a perfuming materials house in the country which has made a real profit during the past two years, we should like to find it and nominate its management for the Hall of Fame. The essential oil and synthetic industries the world over are going through one of the worst periods in their histories. There is little doubt but that prices for oils, synthetics, and compounds have gone too low for all concerned, —the producer, the distributer, and the consumer alike. A perfuming material is not in the class with tallow or caustic soda. Prices which are too low are a direct invitation to a reduction in the quality of a perfuming material, and a poor odor bespeaks low quality in any finished article. Frankly, we believe that the consumers who have taken advantage of keen competition to beat down perfuming materials to present levels, are shortsighted. There is not a decent profit left in the business for the producer or distributer, which is a dangerous situation for the user of perfuming

materials no matter from what angle it is viewed. This has been the case for two years. It cannot go on indefinitely, and those who dance usually pay the fiddler in the long run. The recent stiffening of the market and sharp upturn in certain essential oil prices, we hold, is one of the best things which could have happened at this time.

—o—

Dividends

FOR years, the soap industry has been one of the most prolific advertisers. Through boom times and slumps, it has carried on, consistently and persistently advertising. That this broad policy of advertising was conceived out of competition is not to be denied. The steady expansion in advertising appropriations was in most part a direct outgrowth of competitive conditions. The fight for soap business has been a battle among the advertised brands. That the net results of steadily increased advertising has been to sell the idea of a more extensive use of soap to a greater proportion of the population each year is apparent. Soap consumption has expanded hand in hand with advertising appropriations.

And now after all these years of advertising, comes the question of dividends on these huge expenditures. Has the advertising paid? If it has not paid, then the present state of soap consumption must be a myth. If the present per capita soap consumption of the United States, twenty-six pounds, is not evidence that it has paid, then there is no such thing as evidence. In the face of declining demand for almost every type of product during the past year, soap demand has maintained the high levels established in 1929. We choose to believe that this is in no small degree due to the advertising policy of the industry over a period of years,—the most conclusive evidence in our mind that persistent advertising pays dividends.

—o—

The work of the Glycerin Analysis Committee and the Soap Analysis Committee of the American Oil Chemists' Society during the past year gives us two of the finest examples of cooperative scientific effort which we have had the pleasure to view in many a moon. The report of the glycerin committee is published in this issue and represents the cooperative analytical work of a number of the outstanding technical men of the soap industry. The soap committee report, which was published in the previous issue of *Soap,* falls in the same category. Both committees are to be congratulated on their very definite accomplishments of the year and their valuable contributions to the technique of the laboratory of the soap industry.

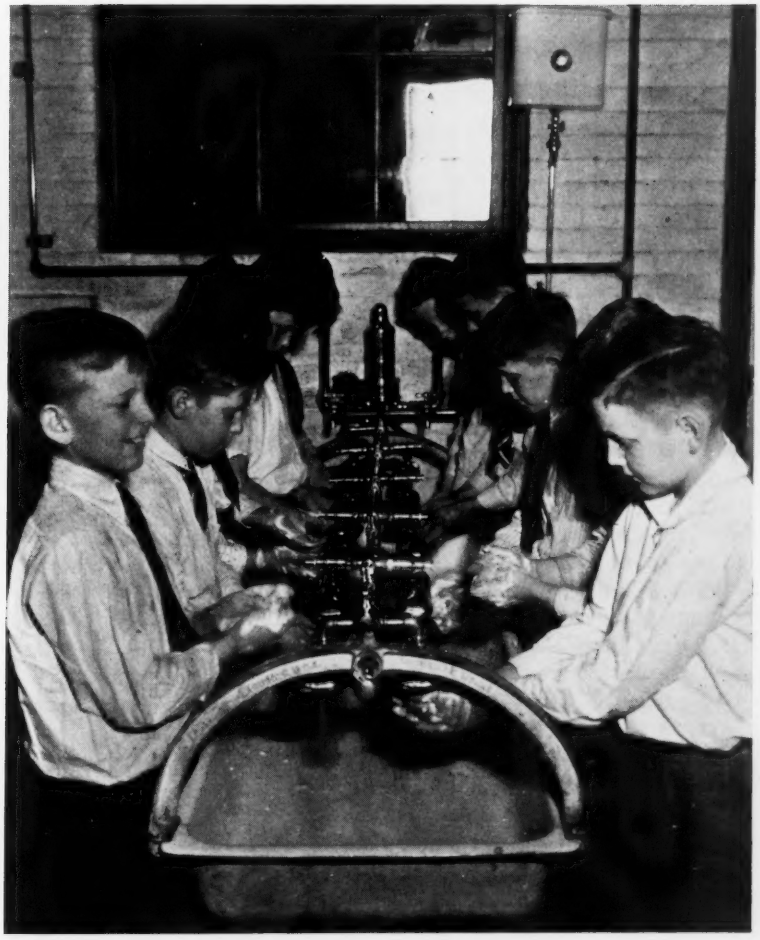
—o—

"That Miracle Soap" is the title of a burlesque on some of our modern soap advertising which appeared in the June issue of *Toilet Requisites.* Its conclusions, however, are in a very serious vein, and state in part—". . . the manufacturer who uses this kind of advertising is shortsighted. He is biting the hand that feeds him because he is spending his appropriation not in selling his own product, but in unselling the public in the use of soap." That any soap advertising copy should be the target of sarcasm from a retail dealers' publication is a sorry business, and more particularly so when that sarcasm is warranted. The retailer is too close to the buying public for such comment to react in any way but to the detriment of manufacturers whose advertising copy is held up to ridicule.

—o—

A controversy rages in Germany over the merits of the Marquardt - Welter Process of washing by introduction to the laundry wheel of fatty acids, sulfonated oils, solvents, and the like, and after incorporation, adding soda ash to saponify the fatty acid directly in and about the materials being washed. The inventors claim better washing and the elimination of the profit of the soap maker, which claims have been strongly contested. We also wonder how accurate or complete the saponification might be in the average laundry, and why soap formed in the wheel would have any advantages over soap added as such. The cleansing action of soap is physical, not chemical. It is not a case of the formation of a nascent molecule at the point where it is used.

On Selling More Soap to the Schools



The modern idea in school handwashing. New type spray equipment and sink accommodating ten pupils at a time, connected with a liquid soap dispensing system.

THE school population of the United States represents one of the largest potential markets for the various forms of toilet soaps manufactured in the country. About twenty per cent of the total population or 26,000,000 children are enrolled in the various school systems. This group is of unusual importance to the soap producer, not only because of the present potential size of the market in the schools, but also because the training of these future adults in regular habits of cleanliness will mean an expansion in the future soap consumption of the country.

As has been pointed out before as a result of the investigations by *Cleanliness Institute*, the handwashing facilities of the schools of the United States are distinctly inadequate, and school children are not being given the opportunity to practice the cleanliness which is taught them in the classrooms. There is a lack of water, soap, drying equipment, and the time and opportunity to develop the habit of cleanliness under intelligent and sympathetic supervision. These points plus the results of a detailed study of school handwashing methods and equipment are brought out in a report by *Cleanliness Institute* which has recently been made public. High lights of the report have been extracted for the readers of *Soap*.

IN over two-thirds of the schools of the country complete facilities for general handwashing are not available. Soap is supplied in 57 per cent of the schools, water in 44 per cent and drying equipment in 70 per cent, but only in 31 per cent

Proper supervision of handwashing equipment and its use is essential in the elementary schools to prevent waste of water and soap, and damage to the equipment and to assure proper washing and rinsing

are all three facilities available together. This last figure is the only real measure of the efficiency of the school cleanliness program, for, obviously, where one of the three necessities is lacking, the effective use of the other two is seriously interfered with. Children will not make the sacrifices for cleanliness that they will for amusement, and only when the way to cleanliness is made easy and pleasant can they be trained to regular use of soap and water.

The fact that 69 per cent of the schools of the country fail to provide complete facilities for handwashing would come as something of a shock to parents. In this day of visiting nurses and dentists, health programs and theoretical instruction in cleanliness, fond mothers have a way of assuming that, of course, facilities for the practical application of these health ideas are made available. The parent-teachers' associations of some of the model schools of the country would no doubt be surprised to learn that even in their schools where all three essentials for handwashing are available, the supplies provided are often inadequate.

Small children are accustomed to bar soap as a result of home usage, and are easier to train in habits of cleanliness with it in school handwashing

Until *Cleanliness Institute* conducted its survey no one knew exactly how much soap would be required to make it possible for a child to wash his hands twice daily. The survey disclosed that the average cost of the soap necessary for half a school year was about three cents per child. It was found that the average school supplying soap was spending only 1.7c. per child over this period, indicating a greatly insufficient provision.

IN making the survey, *Cleanliness Institute* studied schools of representative types to get a true cross section of conditions all over the country. The survey included country schools and city schools, large and small ones, old and new ones and well and poorly managed ones. Plumbing equipment, soap dispensers, drying equipment and many different types of soap were studied in actual use. Among the companies which co-operated in supplying materials and equipment were: Association of American Soap & Glycerine Producers, Inc.; Bobrick Manufacturing Corp.; Armour & Co.; Bristol-Myers Co.; Colgate-Palmolive-Peet Co.; Clifton Chemical Co.; Lever Brothers Co.; Lightfoot Schultz Co.; Pine Tree Products Co.; Procter & Gamble Co.; Rochester Germicide Co.; U. S. Sanitary Specialties Corp.; and Geo. L. Williams Co.

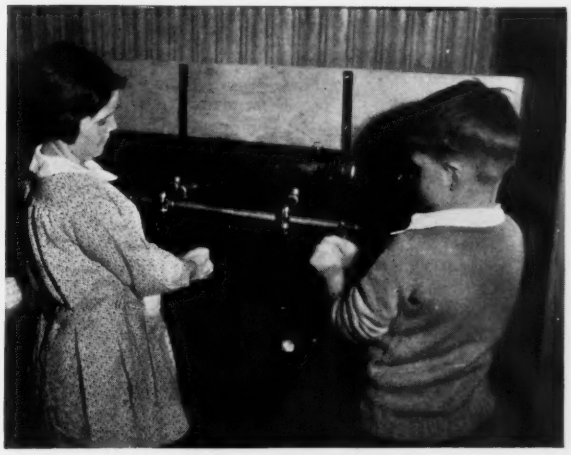
Besides directing attention to the general lack of adequate washing facilities in the public school systems of the country, the survey also disclosed a considerable amount of detailed information about conditions and practices which is of considerable interest to the industry which supplies the soap for school handwashing. For instance,

it was noted that many schools are not using the soaps best suited to the types of water found in their localities. Chemical content of the water supply influences the efficiency of the soap used, and this factor should be taken into account by the soap manufacturer.

ALL types of soap can be used advantageously in schools. Powdered and flaked soaps are much used, and liquid soap finds a widespread use both in individual dispensers and gravity-feed dispensing systems. There is still quite a market for cake soap in the school trade in spite of higher cost, tendency of cakes to disappear and wastage of thin cakes. Small children are used to using cake soap in their homes, and can be more easily persuaded to use soap in school when it is offered to them in a familiar form.

One phase of the survey which was productive of considerable interesting data was a test installation of handwashing equipment in the wash rooms of eight schools in the Newton, Mass., school system. Tests were run to determine the consumption of various types of soap. The range in the figures is influenced by the following factors: 1. Age and sex of children. 2. Type of dispenser. 3. Size of cake. 4. Kind of water (hard or soft, warm or cold). 5. Supervision given to handwashing periods. 6. Instruction given in correct use of equipment. 7. Wastage involved because of preceding factors.

The figures given below, it must be remembered, were obtained in a control situation where children had been instructed in proper use of equipment and where personal adult supervision was provided.



Home-made school washing equipment where funds are limited. Section of large pipe used as liquid soap tank; water spray pipe rigged up by local plumber over regular sink

Soap Consumption per 100 Handwashings

Type of Soap....	Handwashing Range	Numbers of Handwashings — Average and Median
Liquid	2000-4800 handwashings per gallon	Average — 3233 h.w. per gallon Median — 3212 h.w. per pound
Powdered	180-2766 handwashings per pounds	Average — 1497 h.w. per pound Median — 1522 h.w. per pound 720-1600
Flake	720-1600 handwashings per pound	Average — 1267 h.w. per pound Median — 1550 h.w. per pound
Cake	700-1500 handwashings per pound	Average — 1216 h.w. per pound Median — 1440 h.w. per pound

(*Turn to Page* 36)

The wash line—the children form in line for washing and drying the hands. The cleanliness operations are systematized and form part of the regular school routine. Paper towels are handed out and when used are deposited in a large basket

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PARIS LONDON

The Oil and Fat Needs of the American Soap Industry

BY JOHN B. GORDON*

FOR the past quarter century, the purely domestic supply of industrial oils and fats in the United States has been diminishing, while the demand for industrial oils and fats for soap making and other industrial usages has been increasing. This diminishing supply has been due in large measure to the fact that sources of supply once available to the soap maker have been appropriated for edible usage. This has been the history with cottonseed oil. Once an important soap oil and largely held in contempt as an edible oil, it is today considered one of the best edible oils obtainable and the amount which the soap maker can obtain for his uses is confined to the insignificant quantity which is unsuitable for usage as food. Fifteen years ago, considerable peanut oil was being used in making soap. Today the manufacturers of edible products use practically all of it, and the portion which they relinquish to the soap maker is only that which is of such poor quality that it cannot be profitably used for the manufacture of edible products. A relatively small quantity of corn oil today finds its way into the soap kettle but the growing appreciation of the value of corn oil as a salad and cooking oil is rapidly operating to pull this oil entirely out of reach of the soap maker. There is, of course, no use of arguing with economic laws. These transitions of erstwhile soap making oils and fats to the edible field are a natural economic development. Manifestly, it is to the advantage of the producers of these oils and fats to sell them for the usages to which they are best adapted and to the consuming fields which will pay the best price.

There are some, who have not completely informed themselves as to the fundamental economic factors, who say: "Let us produce enough of these oils and fats, so that we can have all we want for industrial usage as well as for the high grade edible usages." Those who would counsel such procedure fail to recognize that the oils and fats which are produced in the United States are, with the exception of linseed oil and butter, neither of which are of interest to soap makers, by-products of the production of some main commodity. Cottonseed oil is one of the by-products of the production of cotton lint. Peanut oil is made from the screenings and culls procured in preparing edible peanuts for sale as nuts. Corn oil is a by-product of the manufacture of corn starch and glucose, and the corn which goes to the milling industry is only a small portion of that which is grown. Lard and the lower priced greases which are obtained from the hog, are none of them the main products for which the hog was grown. No farmer would raise a hog for the lard and the small amount of grease which can be obtained from his carcass. The farmer is engaged in growing pork for the market and the lard is incidental. The situation is the same with the other animal oils and fats such as oleo oil, oleo stearine and tallow. The farmer who feeds a steer is producing beef for the market without any particular thought of the five or six pounds of tallow which will be obtained from its carcass in the packing house.

Obviously, with a background such as I have just described domestic producers of oils and fats could not increase their output without throwing onto the market a great mass of main products, many of which are already produced in quantities which exceed the ability of the domestic market to absorb. It would be poor business judgment indeed for the agriculturist to reduce the market price for various main products in order to sell a few pounds more of some kind of oil or fat.

THERE has been discussion at times of growing vegetable oil bearing materials on the mainland of the United States with the sole intent of producing vegetable oil. This program has not met with marked success even when the vegetable oil so produced was of a grade which could be sold into the higher priced edible oil outlets. The chief difficulty has been in finding a sufficiently profitable outlet for the oil cake, and it should be said that the oil cake is bound to be produced in the crushing of most oil seeds in far

* Of the Bureau of Raw Materials for American Vegetable Oils and Fats Industries. Address before the Insecticide & Disinfectant Manufacturers Assn., Chicago, June, 1931.

larger volume than the vegetable oil, to warrant the production of any large amount of vegetable oil by this means. Oil cake is a cattle feed. The United States already produces a huge exportable surplus of cottonseed, linseed and other oil cakes, and added to this fact, we are one of the world's largest wheat producing nations. We must mill an enormous volume of wheat each year to supply our needs for flour. In the milling operation, we secure a huge volume of by-products which are suitable only for cattle feed. These we call mill feeds. When put onto the cattle feed market, they force the oil cakes and meals to sell at competitive prices. We are one of the greatest corn producing nations. Corn is another livestock feed and we also have a great corn milling industry with resultant by-products, such as hominy grits which go into the cattle feed market at by-products prices, and that means more competition for oil cakes.

You can see, therefore, that the producer who starts to grow an oilseed which will, when put through the milling process, yield only two commodities, namely, vegetable oil and oil cake, is getting into a field of keen competition. The flaxseed grower is the only vegetable oil seed grower who has been able to make any appreciable progress in the face of the competitive conditions, which he must accept as he finds them, and that is because of the peculiar adaptability of linseed or flaxseed oil for paint and linoleum manufacture. Hence, the paint and linoleum manufacturer must pay a sufficiently high price for the linseed oil which he purchases to allow the miller who crushes the flaxseed to market the oil cake in competition with the score or more of other cattle feeds, oil cakes and the like and yet keep his milling operations on something like a profitable basis.

This procedure of allowing the vegetable oil to bear a high proportion of the cost of production of the oil seed will not work in all instances. The manufacturers of the product made from the vegetable oil would soon be confronted with a situation where some kind of competitive product would take his market away from him. He could not afford to buy the vegetable oil thus produced because he would find a reduced market for the manufactured product he desired to make from it.

INEDIBLE tallow is the most substantial domestic oil or fat item which is left to the soap maker and certain other industrial users. But the domestic supply of inedible tallow would be pathetically inadequate were soap makers dependent on it alone. If soap makers did not go out and look for other fat supplies to supplement the inadequate domestic supply of inedible tallow, we would have a situation comparable to that of a regiment endeavoring to make a meal off of a single pullet. Most of the tallow which is produced in the United States is made from shop fats. I am of the opinion that we are procuring about all the tallow from this source that we can ever hope to obtain.

The supply of tallow from both packing house and shop fat renderer's plant is bound to show a decreasing tendency from year to year. We are eating less meat in the United States than in former years. In 1924, the per capita consumption of meat in the United States was 149.7 pounds. In 1925, 143.7 pounds per capita were consumed. In 1926, 143 pounds. In 1927, 139.7 pounds; 1928, 138 pounds; 1929, 136.6 pounds and in 1930 only 131.7 pounds of meat were consumed per capita. A lower meat consumption means a smaller collection of scraps and similar refuse material for the recovery of tallows and greases. Another development, which seems to augur a decreased production of rendered tallow, is the tendency towards the marketing of meats cut and placed in packages ready wrapped for delivery to the consumer. Naturally, as the butcher and the chain stores take up this form of merchandising meats, it means that much of the heavy fat which would be cut off in the shop is carried to the home of the consumer and will never reach the renderer's establishment.

I have recited the foregoing facts to show why it is that the soap maker finds himself being forced more and more to look beyond the borders of the United States for a supply of fats and oils from which to make soap. When he surveys the domestic field, he finds nothing which he can call his own, except the reclaimed oils and fats, and he must contest for these with lubricating grease makers, lard oil pressers, stearic acid and red oil makers and other trades.

ADDED to the economic developments which I have described as taking place in relation to the available domestic supply of soap-making oils and fats, there is a further extremely important consideration which forces soap makers to import foreign oils and fats. Soap makers must import many of the foreign oils and fats because they are absolutely essential in their soap making formulas. Soap makers must have coconut oil, palm kernel oil, palm oil, and olive oil foots. If they are not essential in one kind of soap formula, they are in another. We require these oils because of their indispensable nature. We must import in addition, as a supplement to the deficient domestic supply of hard fats, such oils as whale oil. The sum total of oils and fats which the soap industry alone must import exceeds seven hundred million pounds per annum.

Now the mere statement that the soap industry

needs to import this amount of the various oils and fats per annum does not tell the whole story. We all know only too well that the soap industry and the other industrial users of oils and fats have had to wage the hardest kind of battle at Washington with various groups, whose programs, if adopted, would do the soap industry and other oils and fats using industries incalculable injury. These groups which have sought to bottle the soap industry up and stunt its growth have endeavored to accomplish their end through the use of the tariff. While the principal idea of these groups has been to get rich at the other fellow's expense, they have all advanced the same plea, namely, that it would help the American farmer if the soap industry and other industrial users of oils and fats were shut off from access to their supply of foreign oils and fats by the levying of high tariff duties. Let us examine into this plea that it would benefit the American farmer to shut off the importation of these foreign oils and fats which are used for the manufacture of industrial products, such as soaps, tin plate, varnish, rubber substitutes and the like.

THE oils and fats of organic origin, which are consumed in the United States, are divided into three groups, namely, the drying field or group, the edible field or group, and the non-drying industrial field or group. The drying field or group embraces such oils as china wood oil, perilla oil, linseed oil, soya bean oil and menhaden fish oil. These oils are called drying oils because if spread out on a surface they will dry out leaving a hard film. This characteristic makes them valuable for mixing with pigments, metal oxides, resins and the like to form some kind of a surface preservative, such as paint and varnish; likewise their drying property makes them valuable for the manufacture of such articles as linoleum, oil cloth, foundry oils, printing ink and the like. The edible field or group embraces such oils and fats as butter, lard, cottonseed oil, peanut oil, corn oil, oleo oil, oleo stearin, edible tallow and edible olive oil. The oils and fats which constitute this group are those which have been found to be so well adapted to usage for human food that, under modern-day conditions both for economic and technological reasons, they are used for little other than edible purposes. Now it so happens that the oils and fats which are produced by the farmers in the United States *are* classified in the drying and the edible oil groups.

The third group, which is the non-drying industrial group, embraces a miscellaneous collection of oils, all marked by one unchangeable characteristic, which is that they do not possess the power of drying. In other words, if you spread them out on a piece of glass and allow them to remain there, they form no surface film but retain their oily condition. The chief use of all these oils and fats in the non-drying industrial group is for industrial purposes. In fact, some of them have absolutely no other usage. The oils and fats composing the non-drying industrial group are palm oil, inedible olive oil, palm kernel oil, coconut oil, rapeseed oil, sesame oil, non-drying sea animal oils, such as whale oil, and the offal and refuse oils and fats, such as greases from garbage, tallow rendered from shop fats collected in restaurants, hotels, butcher shops, the tallow produced in packing houses, and the like. The only domestic oils and fats on which the imported non-drying industrial oils could possibly encroach would be those of the edible field and that encroachment would be relatively small as they are largely not suitable for edible usage. Since they will not dry, they cannot be used for the manufacture of any of the articles for which the oils composing the drying field, or group, may be used, and, hence there can be no competition there. Therefore, at no point do they compete with the American farmer's produce to any important degree.

WHEN the Tariff Act of 1930, this being the Tariff Act which is now in effect, was framed, the Bureau of Raw Materials for American Vegetable Oils and Fats Industries pointed this fact out to the Ways and Means Committee, which is the tariff making body of the House of Representatives, and the Finance Committee of the Senate, at the same time stressing the great importance of the imports of these oils and fats for industrial purposes. The industrial users of these oils pointed out that these oils were not, for the most part, native to the United States, that there was a great deficiency of supply of industrial oils and fats in the United States, and that economic considerations warranted their continued importation.

Congress took cognizance of the fact that practically all the oils produced in the United States, with the exception of linseed oil, soya bean oil, and fish oils, such as menhaden oil, are edible oils and fats, and that the domestic production of oils and fats, with the exception of those in the drying field, are used practically one hundred per cent for edible purposes. It undoubtedly was apparent to Congress that, as long as the non-drying industrial oils and fats were kept out of competition with the United States production of edible oils and fats, there was no protective purpose which could be served by placing a duty upon them. Therefore, when the Tariff Act of 1930 was constructed, Congress provided that palm oil could be imported duty free and that inedible olive oil, palm kernel oil, rapeseed oil, sesame oil and sunflower oil could be imported duty free, provided

(*Turn to Page* 117)

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GLYCERIN ANALYSIS

Cooperative Investigation of Alleged Disagreement Between Acetin, Bichromate, and Specific Gravity Methods

By J. T. R. ANDREWS*

Procter & Gamble Company

THE work of the Glycerin Analysis Committee this year has been confined to an investigation of the alleged disagreement between the acetin, bichromate and specific gravity methods of determining the apparent glycerol content of distilled glycerins, using the moisture determination as a check.

Preparation of Samples: "A" was a double-distilled C. P. or U. S. P. Glycerin. "B" consisted of "A" purified by a laboratory fractional distillation through a 48" Vigreux column under 5-7 mm. pressure. The first and last portions of distillate (about one-third each) were rejected and the middle portion, which exhibited a very constant boiling point, was diluted with water to about 95% glycerol content before distribution. "C" was a double-distilled C. P. or U. S. Glycerin from a different producer. "D" was a single-distilled, carbon-bleached glycerin. All of the above glycerins presumably were made by the distillation of salt crudes.

Cooperative Analyses: Eleven laboratories determined apparent glycerol content by the acetin method; ten by the bichromate method. The specific gravity test was made by eleven laboratories and moisture determination by eight. In tabulating these figures it was thought advisable to exclude certain doubtful analyses from consideration in arriving at an "accepted value." Justification for such a procedure is found in Farnsworth's "Quantitative Analysis," p. 26. This author recommends rejection of any result whose deviation from the average, obtained by excluding the questionable value, exceeds four times the mean deviation from this average. Calculations of the probable errors of the accepted value and individual determinations were made by use of the formulæ given on pp. 523-24 of Mellor's "Higher Mathematics." The probable error of the accepted mean varies inversely as the square root of the number of cooperating laboratories and is a guide as to the reliance that may be placed upon the accepted value. The probable error of the individual determination is a measure of the reproducibility of the analytical method in the hands of different analysts and is of value as such. This error is not affected by increasing the number of analytical results.

Specific Gravity: Apparent specific gravity at 15°, 15.5°, 20° or 25° C. in terms of water at the same temperature was determined by eleven laboratories. All who described the method used employed a 10 cc., 25 cc. or 50 cc. pyknometer generally of the Geissler type. Apparent glycerol content from sp. gr. was obtained by use of Bosart and Snoddy's table (I. and E. C. 19, 506 (1927)). For the sake of ready comparison specific gravities corrected to 25°/25° C. are tabulated.

Water: Eight laboratories determined moisture. Six employed vacuum desiccation methods and two the distillation method devised recently by Hoyt and Clark (*Oil and Fat Ind.*, Feb. 1931, pp. 59-61).

Laboratory No. 1 dried 1.5-2.0 gms. in a crystallizing dish over conc. H_2SO_4 under 1-2 mm. of Hg. pressure. The loss after three days was considered moisture, though further losses occurred on drying for six, nine and twelve days which must have represented volatilization of glycerol itself.

Laboratories 3, 4, 6, 10, and 11 dried on glass wool over P_2O_5 (Dupont's Modification of Rojahn's Method[1]). The loss after twenty-four hours under 12-18 mm. Hg. pressure was generally reported as moisture. Laboratory No. 4 found twenty-four hours drying insufficient but four days gave close to constant weight. Laboratory No. 6 reported loss after twenty-four hours but noted additional losses on further exposure. Laboratory No. 10 dried under 20-23 inches vacuum to constant weight (time not stated). Laboratory No. 11 dried for forty-eight hours under 35 mm. pressure.

Laboratories 5 and 9 employed the distillation method of Hoyt and Clark. Laboratory No. 9 modified this method to the extent of using the bichromate method for estimation of glycerol in the aqueous distillate after previous dilution and boiling to expel toluene.

* Chairman, Glycerin Analysis Committee, American Oil Chemists' Society. Report at Annual Meeting, New Orleans, May, 1931.

[1] Lawrie—"Glycerol and the Glycols," p. 298.

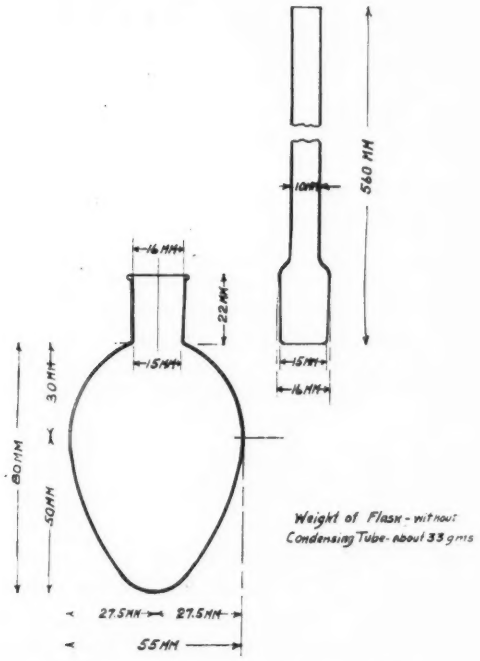
Glycerin Analysis Results of Cooperating Laboratories

Number of Cooperating Laboratory	Sample "A"					Sample "B"					Sample "C"					Sample "D"				
	Sp. Gr. at 25°/25° C	% Glycerol			% Water	Sp. Gr. at 25°/25° C	% Glycerol			% Water	Sp. Gr. at 25°/25°C	% Glycerol			% Water	Sp. Gr. at 25°/25°C	% Glycerol			% Water
		From Sp.Gr.	Bich.	Acetin			From Sp.Gr.	Bich.	Acetin			From Sp.Gr.	Bich.	Acetin			From Sp.Gr.	Bich.	Acetin	
1	1.2497	95.24	92.68*	94.17	5.44*	1.2495	95.16	94.33	93.91	5.15	1.2491	95.00	93.34	93.78	5.24	1.2492	95.04	93.28*	93.56	5.24
2	1.24987	95.30	95.44	93.18*	----	1.24995	95.33	96.19	93.21	——	1.2496	95.20	96.16	93.15	——	1.2496	95.12	96.38*	92.92	——
3	1.25000	95.35	-----	93.23*	4.59	1.25013	95.40	-----	94.00	4.52	1.24948	95.15	-----	93.67	4.70	1.24946	95.14	-----	93.81	4.65
4	1.24945	95.13	95.01	94.47	4.67	1.24925	95.06	94.93	94.53	4.78	1.24885	94.91	94.79	94.43	4.95	1.24875	94.87	94.76	94.37	5.03
5	1.24835*	94.72*	94.29	93.96	4.68	1.24969	95.23	94.42	94.96	4.96	1.24905	94.98	94.19	94.51	4.60	1.24929	95.07	94.67	94.45	4.98
6	1.24975	95.26	95.58	94.35	4.40	1.24945	95.14	95.65	94.32	4.38	1.24955	95.18	95.56	94.19	4.35	1.24925	95.06	95.48	94.12	4.52
7	1.2497	95.24	94.24	93.91	----	1.2498	95.27	94.73	93.95	——	1.2494	95.12	94.15	93.82	——	1.2494	95.12	94.83	93.80	——
8	1.2502	95.43	95.27	94.31	----	1.2505	95.55	95.45	93.68	——	1.2494	95.12	95.16	93.98	——	1.2497	95.24	95.49	93.88	——
9	1.2497	95.24	94.82	94.56	4.83	1.2496	95.20	95.17	94.41	4.84	1.2492	95.04	94.87	94.59	4.80	1.2492	95.04	94.81	94.62	4.81
10	1.2500	95.35	94.42	94.87	4.51	1.2499	95.31	94.52	94.26	4.54	1.2492	95.04	93.78	94.28	4.62	1.2490	94.96	93.66*	94.82	4.65
11	1.2502	95.43	94.64	94.51	4.56	1.2496	95.20	94.64	94.29	4.71	1.2491	95.00	94.21	93.78	4.79	1.2492	95.04	94.50	93.25	4.78
Average (All included)	1.24972	95.24	94.64	94.14	4.71	1.24977	95.26	95.00	94.14	4.73	1.24935	95.10	94.62	94.01	4.75	1.24934	95.09	94.78	93.96	4.83
Average (accepted value)	1.24986	95.30	94.86	94.35	4.60	1.24977	95.26	95.00	94.14	4.73	1.24935	95.10	94.62	94.01	4.75	1.24934	95.09	94.94	93.96	4.83
Probable error of accepted value	0.00005	0.02	0.11	0.06	0.03	0.00007	0.03	0.13	0.09	0.06	0.00005	0.02	0.18	0.09	0.06	0.00005	0.02	0.10	0.12	0.06
Probable error of individual determination	0.00016	0.06	0.33	0.19	0.09	0.00023	0.09	0.40	0.31	0.17	0.00017	0.07	0.56	0.29	0.18	0.00017	0.07	0.26	0.39	0.18
Accepted Water ± Accepted Glyc.		99.90 ± 0.05	99.46 ± 0.14	98.95 ± 0.09			99.99 ± 0.09	99.73 ± 0.19	98.87 ± 0.15			99.85 ± 0.08	99.37 ± 0.24	98.76 ± 0.15			99.92 ± 0.06	99.77 ± 0.16	98.79 ± 0.18	

* Values rejected by Farnsworth's method. See Farnsworth – "Quantitative Analysis", page 26 (1928)

Apparent Glycerol by Acetin Method: The International Standard Method was employed by all laboratories, the figure reported being gross acetin uncorrected for acetylizable impurities in the residue. The precautions concerning carbonate-free NaOH, care in neutralizing prior to saponification and accurate standardization of acid seem to have been observed punctiliously. The following slight deviations from the standard method were reported: No. 5—(a) Sample not over 1.25 gms. (b) Acetylization time ninety minutes. (c) Saponification time twenty minutes. No. 10—Acetylization time two hours.

Apparent Glycerol by Bichromate Method: As was anticipated, the bichromate method was most productive of variation in the details of its appli-



Preferred Type of Acetylization Flask

cation. Each chemist was requested to follow the procedure regularly used by his laboratory, or that modification of the standard method which seemed to him most suitable and accurate. The matter of purification with silver or lead was left open and only No. 7 carried it out using 0.2 the regular amount of silver carbonate and a reduced amount of basic lead acetate.

Ten laboratories reported results by the bichromate method. Several ingenious modifications are described:

Laboratory No. 1: 0.35-0.45 gm. in a 250 ml. beaker + 50 ml. $K_2Cr_2O_7$ sol'n (1 ml. = 0.01 gm. glycerol) + 25 ml. conc. H_2SO_4. Refluxed under stemless 3" funnel and watch glass on steam bath for thirty minutes. Cooled and diluted to exactly 300 ml. This sol'n was used to titrate a standardized ferrous ammonium sulphate sol'n equivalent to 0.01 gm. glycerol (approx. 20 cc.) using diphenylamine indicator.

$$\% \text{ Glycerol} = \frac{50\ (T-6)}{T \times S}$$

Laboratory No. 2: Excess $K_2Cr_2O_7$ = 35-40%. H_2SO_4- 25cc. of 1:1 by volume in a total of 90 cc.; oxidation time three hours in a boiling water bath; $K_2Cr_2O_7$ standardized vs. Fe wire of known purity.

Laboratory No. 4: Standard method followed. $K_2Cr_2O_7$ added from weighing bottle. Ferrous salt used in sol'n as described under "Reagents." 1-2 cc. of this sol'n was added in excess and titrated back with dilute $K_2Cr_2O_7$ sol'n. Herner's old method yielded results 0.1-0.3% lower than the Standard Method which is the one reported.

Laboratory No. 5: $K_2Cr_2O_7$ sol'n = 74.552 gms./liter. Sample = 1.2-1.5 gms./500 cc. 50 cc. of this dilution + 25 cc. std. $K_2Cr_2O_7$ sol'n + 25 cc. conc. H_2SO_4 in 400 cc. beaker were covered with watch glass and immersed in steam bath for two hours. Cooled, diluted to 500 cc. exactly and a 50 cc. aliquot taken. Added 75 cc. water + 10 cc. 1:4 H_2SO_4 + 20 cc. 10% KI sol'n. Liberated iodine was titrated with 0.1 N thiosulfate.

Laboratory No. 6: Followed Bichromate International Method (Scott's "Standard Methods," 4th Ed. Vol. 2, p. 1755). Approx. 5 gms. was diluted to def. vol. and an aliquot of this sol'n containing 0.45-0.47 gm. glycerin, was used for oxidation.

Laboratory No. 7: Used International Standard Bichromate Method published in J. I. E. C. 3, 682 (1911). Purification was effected as noted above.

Laboratory No. 8: Presumably the Standard Method was used. No details given.

Laboratory No. 9: From a stoppered weighing bottle weighed 7-8 gms./2000 cc. 50 cc. aliquot = 0.175-0.200 gms. + 25 cc. standard bichromate sol'n (74.56 gms. C.P. $K_2Cr_2O_7$ + 150 cc. conc. H_2SO_4 per liter) + 15 cc. conc. H_2SO_4. This mixture, volume approx. 90 cc. and containing 18.75 cc. conc. H_2SO_4, was digested for two hours in a boiling water bath in a 250 cc. wide mouth Erlenmeyer covered with a watch glass. Cooled and titrated electrometrically with approx. 0.75 N. ferrous ammonium sulphate sol'n.

Laboratory No. 10: An aliquot, corresponding to 0.1-0.15 gm. of glycerin, was added to 25 cc. of standard $K_2Cr_2O_7$ sol'n. (1 cc. = 0.01 gm. glycerol) + 15 cc. conc. H_2SO_4. Immersed in a boiling water bath for two hours, cooled and titrated with a standardized ferrous ammonium sulphate sol'n, using potassium ferricyanide indicator.

Laboratory No. 11: About 5 gms./1000 cc. 25 cc. aliquot + 25 cc. standard bichromate solution (74.56 gms. per liter) + 15 cc. conc. H_2SO_4. Heated on steam bath two hours and titrated with ferrous ammonium sulphate sol'n (240 gms./liter) using potassium ferricyanide indicator.

IT will be noted that a rigid uniformity of procedure prevailed only in the application of the International Acetin Method. Four distinct schemes for titrating the excess $K_2Cr_2O_7$ are represented in the bichromate methods; two general methods for water determination were employed with enough modifications of minor detail to increase this number to at least five or six. It is very doubtful if any two laboratories employed exactly the same technique in applying the specific gravity test. Keeping these facts in mind, the results, which at first glance appear very disappointing, are not at all bad and enable clear-cut conclusions to be drawn.

1. Apparent glycerol content calculated from specific gravity using the Bosart and Snoddy table in excellent agreement with the water found.
2. Apparent glycerol content by bichromate oxidation is about 0.3% lower than apparent glycerol from specific gravity.
3. Apparent glycerol content by acetin method is about 0.8% lower than that by bichromate method and 1.1% lower than apparent glycerol from specific gravity.

These conclusions are the same whether drawn from averages of all four samples or from sample "B" which was purified by fractional vacuum distillation in a manner similar to that employed by Bosart and Snoddy. The probable errors attached to these accepted values are sufficient to account for most if not all of the discrepancy between bichromate and specific gravity but the errors attached to these analyses are not an adequate explanation for the wide disagreement between specific gravity and bichromate on the one hand and acetin on the other. This discrepancy, which was noted in the report of the Soap Section last year, is now considered proved. Its cause now becomes our active problem.

No claim is made for the absolute purity of sample "B" other than that it duplicates fairly closely the glycerol which Bosart and Snoddy regarded as pure. The impurities, other than water, which are most likely to be present are trimethylene glycol and polyglycerol ethers. Fractional vacuum distillation would eliminate the higher polymers so that the polyglycerol ethers in such a sample as "B" must be confined almost exclusively to diglycerol. The physical and chemical properties of trimethylene glycol and diglycerol are known and their apparent glycerol contents by bichromate and acetin methods are easily calculated. If a purified glycerine such as "B" is assumed to contain glycerol, trimethylene glycol, diglycerol ether, water and nothing else, its composition can be calculated from its specific gravity and apparent glycerol content by the bichromate and acetin methods if these methods really do yield the theoretical values and no change in volume takes place on mixing.

The following data on these substances are taken from Lawrie:

Substance	Specific Gravity 20°/20° C	% Apparent Glycerol Bich.	Acetin
Glycerol	1.26362	100.00	100.00
Trimethylene Glycol	1.0554	138.33	80.69
Diglycerol Ether	1.3215†	110.84	73.90
Water	1.00000	0.00	0.00

Let:
X = % glycerol
Y = % trimethylene glycol
Z = % diglycerol ether
W = % water
And:
S=Specific Gravity 20°/20° C
A = % App. Glyc. (Acetin)
B = % App. Glyc. (Bich.)
Then:
% Glycerol (X) = 2.9229 A—1.6660 B — 97.48 (S—1)
% Trimethylene Glycol (Y) = 0.9661 B — 0.2234 A — 281.72 (S—1).
% Diglycerol Ether (Z) = 1.1995 B — 2.3581 A + 439.51 (S—1).
% Water (W) = 100.00 — 0.3414 A — 0.4996 B — 60.31 (S—1) or

$$100.00 - (X + Y + Z).$$

Applying these formulæ to the accepted values of "B":

% Glycerol	= 92.38
% Trimethylene Glycol	=—0.09
% Diglycerol Ether	= 2.48
% Water	= 5.23

From theoretical considerations a mixture such as the above would have a specific gravity and would show bichromate and acetin analyses corresponding to those found. The water actually determined is, however, 0.50% lower than the theoretical. Furthermore a diglycerol content of 2.48% would surely yield a distinct organic residue at 160° C. Such was not the case, as the writer's laboratory found only 0.06% organic residue.

Reluctantly then, we are forced to the conclusion that one or more of these anlyses is not yielding the theoretical value. The finger of suspicion points most directly at the acetin test and it is natural to investigate first that part of the International Acetin Method which is likely to be most productive of low results and in the performance of which the method itself urges particular care, viz: the neutralization of the acetic acid prior to saponification of the triacetin.

Lack of time prevented further cooperative

† As there are three possible isomers of diglycerol, this figure is a bit uncertain.

work this year by the committee on such an investigation but a few experiments in the writer's laboratory point the way to interesting and necessary future cooperative work.

A sample of Eastman's Triacetin, No. 256, B.P. 152°-154° C/22 mm. was used for the purpose.

1. Two samples of about 2.25 gms. each were acetylized and analyzed for glycerol by the International Acetin Method.

(a) = 42.08%; (b) = 42.12%; Average = 42.10%.

2. Two samples of about the same size were dissolved in 400 cc. cold CO_2—free water, neutralized to phenolphthalein (1 drop of N/I NaOH sufficient), saponified and glycerol calculated as above.

(c) = 41.63%; (d) = 41.70%; Average = 41.67%.

3. Two similar samples were dissolved in about 300 cc. of cold CO_2—free water, 7.5 cc. glacial acetic acid and 3.0 gms. fused sodium acetate were added and the subsequent neutralization, saponification and titration made as in the I. A. M.

(e) = 41.28%; (f) = 41.20%; Average = 41.24%.

4. Another sample was acetylized and analyzed according to the I. A. M. except that the alkali used for neutralization was run in rapidly without any agitation whatever until within about 20 cc. of the neutral point. From then on the analysis was performed in the usual manner.

(g) = 40.85%.

Two blanks on reagents were carried out with each pair of samples. All of these analyses were performed by an experienced analyst and except where otherwise noted the neutralizations were made with unusual care to avoid local excess of alkali.

It is evident from the above analyses that this sample contained a small amount of free hydroxyl, probably present as di- or perhaps mono-acetin. The theoretical glycerol yield of triacetin is 42.21%; of diacetin is 52.28%, and of monoacetin is 68.66%. The loss of glycerol due to saponification during a careful neutralization amounts to 0.43% based on the weight of triacetin taken, but based on a 1.0 gm. sample of 95% glycerin yielding the same weight of pure glycerol, this loss figures 0.97% which is in close agreement with the observed discrepancy.

Conclusions: From its work on distilled glycerins your committee concludes that the discrepancy noted last year is a real one and that the acetin method itself is the primary cause. It is suggested that further coöperative work be done with the object of determining more accurately the factors causing this error with a view to its elimination if possible. It is suggested that any further work include, if possible, a distilled glycerin from a saponification crude.

Your committee further recommends that whenever the International Acetin Method is employed, the acetylization flask used be similar in size and shape to that shown in the drawing. The condenser tube should be water-jacketed as described in the I. A. M. This flask can be purchased with the new interchangeable ground glass joints at separate prices on flask, condensing tube and a stopper for use while weighing.

In conclusion your chairman wishes to thank each member of the committe for his loyal support and fine spirit of coöperation during the performance of our task.

The roster of your committee is as follows:

W. H. Burkhart, Gold Dust Corp., Holabird and Vail St., Baltimore, Md.

Chas. G. Gundel, Fels & Company, Philadelphia, Pa.

C. A. Woodbury, E. I. duPont de Nemours Co., Explosives Dept., Wilmington, Del.

Ralph W. Bailey, Stillwell & Gladding, Inc., New York, N. Y.

L. F. Hoyt, Larkin Co., Inc., Buffalo, N. Y.

A. K. Church, Lever Bros. Co., Cambridge, Mass.

James W. Lawrie, A. O. Smith Corp., Milwaukee, Wis.

V. K. Cassady, The Palmolive Co., Milwaukee, Wis.

W. J. Reese, Colgate-Palmolive-Peet Co., Kansas City, Kansas.

Wm. A. Peterson, Kirkman & Son, Brooklyn, N. Y.

M. L. Sheely, Armour Soap Works, Chicago, Ill.

John Ornfelt, La France Mfg. Co., Philadelphia, Pa.

H. C. Bennett, Los Angeles Soap Co., Los Angeles, Calif.

J. T. R. Andrews, *Chairman*, Procter & Gamble Co., Ivorydale, Ohio.

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It is reported in London that Unilever will send its own whaling fleet to the Antartic next season in spite of decision of the greater part of the industry to give up production for the 1931-1932 season. The reason for Unilever's proposed action is said to be the necessity of getting 50,000 tons of fresh oil for edible purposes. It is also believed that Unilever plans to increase its own production to be more independent of other suppliers.

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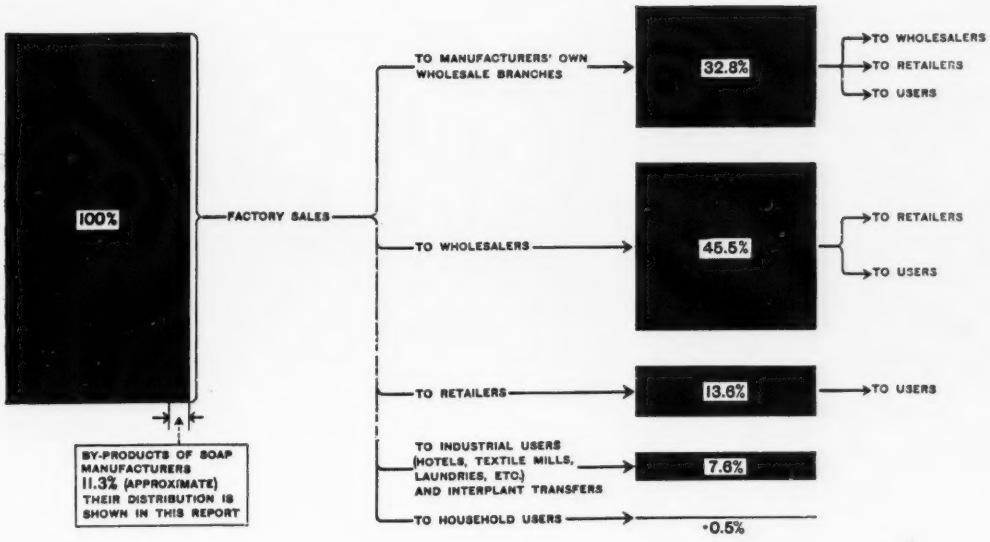
Say you saw it in SOAP!

Wholesalers Lead In Soap Distribution



SALES to wholesalers make up nearly one-half the sales by manufacturing plants engaged primarily in making soap and by the soap departments of large meat-packing and slaughtering establishments, according to the Bureau of the Census, Department of Commerce. Data collected by the Census of Distribution show that out of the total sales by these establishments in 1929, amounting to $310,192,000, 45.5%, or $141,187,000, was sold in this way. Manufacturing plants sold 32.8%, or $101,764,000 worth of goods to their own wholesale branches for distribution to dealers, and to industrial and institutional users. The remaining sales were made through the following channels: to retailers, 13.6%, or $42,030,000; to institutional and industrial users (hotels, textile mills, laundries, etc.), and interplant transfers, 7.6%, or $23,684,000; and to household users, 0.5%, or $1,527,000. Only a very small part ($5,359,000) of the above sales were made through manufacturers' agents, selling agents, brokers or commission houses. Forty-three of the manufacturing plants in the industry sold through such agencies. These figures do not include sales made in this way by manufacturers' own wholesale branches.

This report shows the selling methods of 282 manufacturing plants engaged primarily in the manufacture of soap or soap products, including the soap departments of large meat-packing and slaughtering establishments. This report also includes the sale of approximately $35,000,000 worth of such secondary products as lye and glycerin, candles and candle pitch and tar, insecticides and disinfectants, and perfumes, cosmetics and toilet preparations, which are made by manufacturing plants primarily engaged in making soap. In addition to the 282 manufacturing plants included in this report, there are 314 plants which make soaps as secondary products. Approximately $6,000,000 worth of soap is produced by these plants.

Distribution of Sales Summarized

	Selling Value (F.O.B. Factory)	Percentage of Sales	Number of Plants
Total	$310,192,000	100.0%	282[1]
Sales to manufacturers' own wholesale branches[2]	101,764,000	32.8%	37
Sales to dealers:			
Wholesale	141,187,000	45.5%	167
Retail	42,030,000	13.6%	105
Sales to industrial users (hotels, textile mills, laundries, etc.), and interplant transfers[3]	23,684,000	7.6%	148
Sales to household users	1,527,000	.5%	46

Of the above sales $5,359,000 was made through manufacturers' agents, selling agents, brokers or commission houses by 43 manufacturing plants. These figures do not include sales made in this way by manufacturers' own wholesale branches.

[1] The total number of establishments engaged primarily in the manufacture of soap is 282. Inasmuch as some establishments sell to more than one type of customer, this figure is less than the total of the figures shown below it.

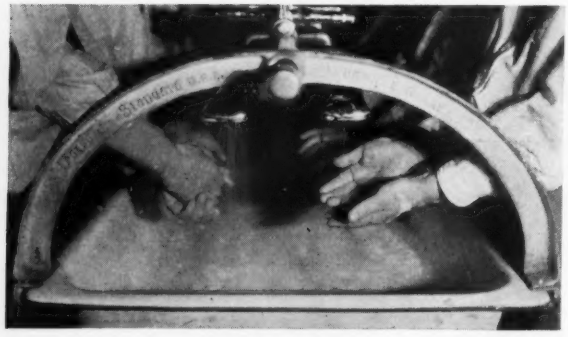
[2] This report does not cover the sales by manufacturers' own wholesale branches to wholesale and retail dealers, and/or to industrial users.

[3] Combined to avoid disclosure of individual operations.

Selling Soap in the Schools

(*From Page* 23)

IN attempting to expand the market for soap in the school consuming field, manufacturers should take a broader view of the situation than they have in the past. They must realize that it is not enough to sell an order of soap—it must be used before another order will be obtainable. Its satisfactory use involves the provision of all the other essentials—a sufficient water supply, large and well-filled dispensers, practical drying facilities, proper arrangement of equipment, intelligent supervision of the wash room and ample time for use of all these facilities. If any one of



Hands to be washed—26,000,000 pairs daily in American schools. Modern equipment facilitates the process

these essentials is lacking, the consumption of soap will be interfered with, and it is to the advantage of the soap manufacturer to do what he can to see that they are all supplied.

Manufacturers of soap dispensers can be of considerable assistance in designing new dispensers and dispensing systems especially for school installations. Particularly in the old-type individual dispenser systems, where the greatly overworked janitor is expected to see that the dispensers are kept filled, it was found in the survey that many times soap was unavailable for days at a time. Larger dispensers would cut down the work of filling, and would insure a constant supply of soap in the dispensers. The manufacturers of equipment for wash rooms could also be of assistance by designing a satisfactory soap "gun" for filling individual dispensers. In many schools investigated, it was found that janitors were transferring liquid soap from storage containers to dispensers by means of rusty tin cans, paper cups or similar unsuitable vehicles. It would materially lighten the job of the janitor and encourage more regular servicing of dispensers if a filling device built on the lines of a grease gun were available.

THE proper type washing equipment and the orderly arrangement of that equipment are also problems which should concern the soap manufacturer. Although they do not affect him directly, they do have an indirect effect, since soap cannot be used unless proper equipment is supplied. In many schools, lack of time stands in the way of handwashing. The old style lavatories were not designed from the standpoint of efficiency and make it impossible for large numbers of students to wash in the short recess periods provided. In the *Cleanliness Institute* tests a new type of equipment was introduced which permits numbers of children to wash simultaneously. Instead of faucets, perforated pipes providing a continuous flow of water were used. The amount of water used was reduced, washing was cleaner and more satisfactory, more children could be accommodated, and the time consumed was materially reduced. Success was also had with pipes fitted with spray heads, permitting more children to wash at one faucet. This equipment can be installed, or new or old equipment can be satisfactorily converted.

It was found that the time required for washing could also be considerably reduced by arranging the equipment so that the children went directly through the wash room in a straight line. When they were forced to go back to secure towels, confusion resulted and the washing time was longer. Proper arrangement of mirrors was also important. When they are placed so that children using them interfere with the ones at the washing equipment, confusion again results. These are matters which may be considered somewhat foreign to the manufacturer of soap, but nevertheless their importance is becoming increasingly recognized by manufacturers who are awake to modern methods of selling. They know that the deal is not completed when the soap is sold, and that only by following the product through until its ultimate satisfactory consumption, can future sales be increased.

The school market for soaps in the United States is potentially a large one which has never been properly developed. The expense of soaps and equipment, and the opposition of school boards have been permitted to stand in the way. The importance of adequate soap, water, towel, and similar supplies in the school systems of the country is coming to be recognized as time goes on. The work of *Cleanliness Institute* in selling the idea to the schools of the nation is apparently going to go a great ways in opening up this large potential market for more intensive development by the soap manufacturers of the country.

English Soap Trade Prosperous

CONDITIONS in the English soap industry are good and employment is full, according to a brief report to *Soap* on conditions there from the Editor of the "Soap Trade and Perfumery Review" of London. He states: "Soap manufacture here in England stands out amid a desolation of stagnant industry, brisk, healthy and prosperous. Business is good, employment full and profits satisfactory. The British soap industry has benefited by the substantial reduction in the cost of raw materials. It is admitted that parties have been committed to contracts of an uneconomical nature in whale oil, but what they may have lost on the swings has been more than made up on the round-a-bouts, and ample compensation forthcoming in the drop caused by an enormous surplusage of whale oil, in the price of alternative materials. The fall in the cost of raw materials has not, however, so far, been reflected to any observable extent in the price of soap to the public, nor is it, under existing circumstances likely to be.

The recent importations or "dumpings" of Russian soap, about 1,700 tons during the past nine months, have attracted an enormous amount of public attention in both parliament and the newspaper press, but passed practically unnoticed in the soap industry itself. It is being asserted that it is the deliberate intention of the Soviet Republic to ruin the soap trade by dumping vast quantities of "slave-made" soap on the British market at fabulously low prices. So far from this being the case, the Russian soap, which is an excellent one of 72% F.A. content and not particularly cheap, finds a ready sale for blending with soap of home manufacture, in which form it is of course indistinguishable from a British product. However, the pressure of public opinion has at all events, caused the Corporation of Hull to cancel a provisional contract with the Soviet Representatives for the supply of soap to that city.

Reports as to a Procter-Gamble-Unilever combine are still wavering, first one way and then another. Unilever stockholders are partial to the scheme as is shown by the fact that a strong rumor that the deal is approaching suffices to send the shares up a point or two.

Reports of a contemplated two-pence per pound tax on soap have been heard, but it was felt, however, that a re-imposition of a soap tax might be construed into an attack on cleanliness by those who would jump to take advantage of the situation, and the idea though mooted, has never been seriously entertained by responsible politicians on either side. In the early past century,—up to 1852, in fact,—soap in England was taxed, which in itself was equivalent to a tax on cleanliness. Some honest doubt is entertained as to the validity of any sufficient reason why soap should be made to follow the example of other commodities which are taxed, and the imposition of a soap tax is therefore unlikely."

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Sales through retail stores in the United States total approximately $50,000,000,000 annually, according to the census of distribution recently completed by the U. S. Department of Commerce. There are 1,549,000 retail stores in the entire country, an average of 12.6 per 1,000 inhabitants. Each does an average annual business of $32,297, with the average per capita purchases amounting to $407.52. These figures apply to 1929 on which year the census is based.

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P. T. Babcock, formerly eastern representative of Pressed Steel Tank Co., Milwaukee, took complete charge of sales July 1, making his headquarters at the main office. The New York office will be continued under the direction of Norman A. Evans. Mr. Babcock first joined the Pressed Steel organization in 1919 as a salesman in the Chicago territory.

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Imports of castile soap into United States during April, 1931, amounted to 263,262 lbs., worth $24,057, as against 267,970 lbs., worth $23,129, in the same month of last year. Imports of toilet soap during April, 1931, totaled 125,343 lbs., valued at $37,001, as against 167,092 lbs., worth $41,532, in April, 1931.

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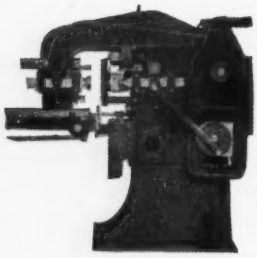
Soap and towels will be provided for the school children of the city of New York during the 1932 school year as a result of the favorable action by the Board of Education on the recommendation of the Board of Superintendents. The Superintendent of Supplies has been directed to include a soap and towels item in his 1932 budget.

—o—

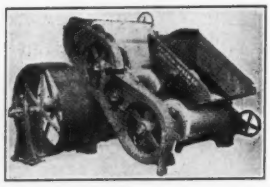
F. E. Watermeyer, president of Fritzsche Bros., Inc., New York, essential oils and aromatics, returned from a European trip on the steamer, *New York,* June 27, accompanied by Mrs. Watermeyer.

SOAP MACHINERY

Special Offerings



4 JONES AUTOMATIC combination laundry and toilet soap presses. All complete and in perfect condition.



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This 4-roll granite toilet soap mill is in A-1 shape. Latest and largest size rolls.

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SOAP PRESSES—Jones, Machinery Designing, & Ralston Automatic Presses for toilet and laundry soap. Dopp, Crosby & Empire Foot Presses.
Scouring Soap Presses.

GRINDERS & MIXERS — Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc. Schultz O'Neill Mills.

SOAP CUTTING TABLES—Houchin-Aiken Steel Automatic Table with self-spreader and extra headers.
Wooden Tables with and without self-spreader attachments.

SOAP SLABBERS—Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

TOILET SOAP MILLS—2, 3, 4, 5 and 6-roll Granite Soap Mills.
Houchin-Aiken 4 and 5-roll Steel Mills.
Buhler 3, 4, 5-roll Steel Mills.

PLODDERS — Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" and 10" Plodders.

SOAP POWDER MACHINERY —Blanchard No. 10-A and No. 14 Soap Powder Mills.
Broughton Soap Powder Mixers.
Wms. Patent Crusher & Pulverizer.
Sedberry Crusher, Grinder & Pulverizer.
A-N 5x7 Crystallizing Rolls.

FILTER PRESSES—Sperry, Perrin & Shriver Cast Iron Filter Presses 12", 18", 24", 30" and 36". International and Monopod Filters.

VARIOUS OTHER ITEMS—Wm. Garrigue Glycerine Evaporators.
Steel Soap Frames, 600 lb., 1000 lb., 1200 lb., 1500 lb., and 1800 lb. cap.
Automatic Soap Wrapping Machines.
Steel, Copper and Aluminum Kettles.
Soap Remelters, Tube Fillers.
Filling and Weighing Machines.
Pneumatic Scale Corp. Can Filling Machine for cleansers, etc.
Brass Soap Dies for foot and aut. Presses.
Soap Chippers, Scales, Motors, Amalgamators.
Soap Racks, Bottle Filling and Capping Machines. Talcum Can Crimpers, etc.

Send us a list of your surplus equipment—We buy single items or complete plants.

Also makers of a new line of soap machinery. Get our complete list and prices on this new equipment! All used machinery is sold as absolutely guaranteed in first class working condition. Everything listed here is ready for immediate shipment.

NEWMAN TALLOW & SOAP MACHINERY CO.

1051 WEST 35TH STREET
CHICAGO, ILL.

Our Forty Years of Soap Experience can help solve your Soap Problems

Say you saw it in SOAP!

Canadian Perfumers Meet

Thomas Haugland, J. B. Williams Co., Montreal, was re-elected president of the Association of Licensed Manufacturing Perfumers of Canada at the third annual convention held at Belleville, Ont., early in June. Among the resolutions adopted at the meeting was one favoring an increased duty on toilet preparations imported into Canada. Another favored a lower duty on glassware, boxes and packages not made in Canada. It was decided to reduce the dues of members from $20 to $10 yearly and to hold annual conventions alternately at Montreal and Toronto. Entertainment features included a gold tournament at the Quinte Golf and Country Club and the annual banquet at the Quinte Hotel. The Fritzsche golf trophy, donated by Fritzche Bros., Inc., was won by Albert Bellefontaine of Parfumerie Bellefontaine, Montreal, with gross 105, handicap 22, net 83.

—o—

F. T. C. Against Price Maintenance

Opposition to the passage of legislation permitting resale price maintenance was expressed by the Federal Trade Commission in a report sent to Congress June 22. The commission believes that in view of the difficulties of practical administration it would be difficult to provide government regulation of resale price maintenance which would bring relief to makers of trademarked goods without doing injustice to consumers. Interviews with 691 representative manufacturers showed that ten per cent opposed legalization of price maintenance, while sixty-nine per cent expressed no preference. Less than twenty-nine per cent of the total number, having a larger percentage of the gross income, favored price maintenance. Their average rate of earnings on investment was larger than that of those opposed.

—o—

Proposed changes in the Canadian import tariff include an assessment of duty on soda ash which hitherto has been duty free. It is to be charged at 2c per pound under the British preferential tariff and at 3c per pound under the general tariff. Ethylene glycol for antifreeze compounds is to be duty free from all sources.

—o—

A decrease in the tariff on ground pumice stone is sought by Chas. B. Chrystal & Co. and Whittaker, Clark & Daniels, both of New York, in an application filed with the U. S. Tariff Commission.

—o—

Innis, Speiden & Co., New York, has issued its July price list covering prices on industrial chemicals.

Glycerine Imports Lower in April

Imports of crude glycerine into United States during April, 1931, totaled 761,792 lbs., worth $41,697, as compared with the March total of 1,105,273 lbs., valued at $62,084. Imports of refined glycerine totalled 85,250 lbs., worth $7,462, in April, as against 98,591 lbs., worth $8,468, during the third month of 1931. The following figures give in pounds the imports of glycerine into the United States over a period of years:

	Refined	Crude
1923	585,792	14,548,660
1924	1,500,644	14,427,054
1925	2,043,606	19,264,654
1926	10,839,093	27,658,552
1927	8,288,574	14,943,670
1928	4,217,943	4,951,651
1929	5,381,684	14,951,901
1930	3,136,809	12,144,193
Jan.-Apr., 1931	570,454	3,718,952

—o—

Victor Buys Phosphate Tract

Victor Chemical Works, Chicago, manufacturers of trisodium phosphate, have recently purchased one of the largest remaining unmined tracts of phosphate rock in the state of Tennessee from the Globe Phosphate Co. The property is located 60 miles from the Nashville plant of Victor, near Mt. Pleasant, Tenn. The tract comprises about 2,500 acres, and in conjunction with other Victor phosphate properties, gives the company a phosphate supply which is estimated sufficient for the next 75 years. The raw material will be worked at the Victor pyrolitic furnace at Nashville, which is the largest single phosphoric acid producing unit in the world. The company which is one of the largest phosphate producers in the world, including trisodium phosphate for detergent purposes, also has a plant at Chicago Heights, Ill. The newly acquired tract in Tennessee was consolidated as a phosphate property about 30 years ago by the American Phosphate Company, and has been held since shortly after that time by the Globe interests, but during the period, little or no rock has been mined.

—o—

A second modern soap manufacturing plant has been established at Bagdad, Iraq, by local financiers. The capacity of the plant is 5,000 cases per month of 56 pounds each. The recent success of the original modern plant in that city is reported to have led local capital into building the new plant now in operation.

—o—

Exports of soda ash from United States during April, 1931, amounted to 5,737,738 lbs., worth $91,895.

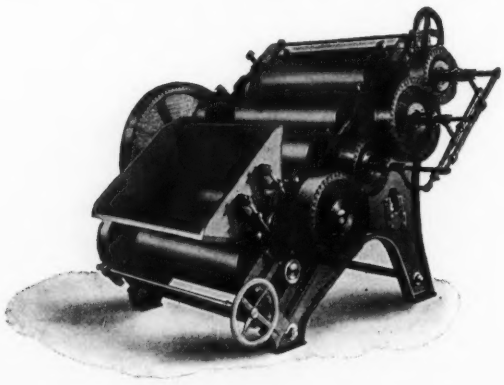
HOUCHIN SOAP MACHINERY

American

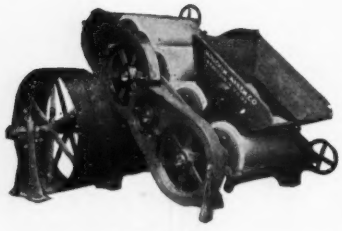
Mills and Plodders

for

American Toilet and Flake Soaps

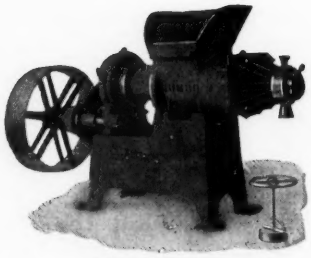


5-Chilled Iron Roll Mill



4-Roll Mill

MILLS with three, four or five Granite or Chilled Iron Rolls. PLODDERS with two and one-half, four, six, eight, ten or twelve inch Screws.



10" Plodder

Our chilled iron rolls are made by the WORLD'S LARGEST MANUFACTURER of rolls and are considered the BEST OBTAINABLE — MACHINED INSIDE AND OUTSIDE. Mills are made with extra large shafts, bronze bushed oil-tight bearings, heavy cut cast iron gears with herring-bone driving gear and pinion.

America's Leading Soap Machinery House

Invites Your Inquiries!

HOUCHIN MACHINERY CO., INC.

FORMERLY HOUCHIN-AIKEN CO., INC.

HAWTHORNE NEW JERSEY

HOUCHIN SOAP MACHINERY

Say you saw it in SOAP!

SECURITY PRICES

PRICES of stocks of soap, chemical insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York.

	High 1931	Low 1931	June 1 1931	July 1 1931
Allied Chem.	182¾	102¾	104	129¾
Am. Agric. of Del.	29¾	11½	12⅝	18¾
Amer. Cyan. "B".	12¾	6⅛	6¼	8½
Armour of Ill. "A"	4½	1½	1½	2⅛
Bon Ami "A" ...	66¼	60	60¼	60
Brillo	6⅞	5⅛	6⅞	6⅞
Colgate, P. P. ...	50½	40	43½	45
Corn Prod.	86⅝	55⅜	56⅛	75
Dow Chem.	51½	34½	34½	44
Drug, Inc.	78¾	61½	63¼	71½
Du Pont	107	71	72	90¼
Glidden	16⅛	7¾	8½	10½
Gold Dust	42⅛	21	22	30¾
Gulf Oil	76	38	38⅛	62
Heyden	13	9	9	9½
Intl. Agric.	5¼	1⅝	1⅝	2
Lehn & Fink	34¾	22⅝	25	26
Mathieson	31½	17⅝	18⅜	22¼
McKess. & Rob..	17	7⅛	10	10¾
Monsanto	26½	18½	19	23¾
Newport "A"	53	41	43¼	41
Proct. & Gamb...	71¼	56	57	65
Shell Union	10¼	4½	4⅞	7¾
Sher. Will.	68½	52	52	60
Sinclair	15⅞	6¼	6½	10⅝
S. O. of Cal.	51¾	31⅛	33½	37¾
S. O. of Ind.	38½	19⅛	19¾	27⅛
S. O. of N. J. ...	52½	30⅝	32	39
S. O. of Ohio	62½	35	40⅛	43½
Swift & Co.	30⅜	24⅛	25½	26½
Union Carb.	72	43½	44⅛	53½
Westvaco	40	18	22	26⅝
Wilson & Co.	4	1⅛	1¼	2

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Budd Aromatic Chemical Co., 667 Washington Street, New York, has been organized to deal in essential oils and aromatics by Harold L. Bishop, president and treasurer, and Harold S. Lyon, vice-president and secretary. I. H. Budd, a familiar figure in the industry, is also identified with the new company.

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Newport Chemical Works, Passaic, N. J., is now operating the first unit of its new plant at Carrollville, Wis., which was recently completed.

Record Earnings for Procter & Gamble

It is indicated in financial circles that net earnings for Procter & Gamble Co. for the year ended June 30, 1931, will set a new high record for the company. A profit of approximately $23,250,000 is forecast, which would exceed the old high record of $22,450,600 set last year. Net profit for the year ended June 30, 1929, amounted to $19,148,933. Close control of operating expenses and favorable purchases of raw materials are given credit for the increase in earnings this year. Acquisition during the year of James S. Kirk & Co. and Portsmouth Cotton Oil Refining Co. has also added to the company's revenues. If the net profit reaches the expected $23,250,000 total this will equal about $3.50 a share on the 6,410,000 common shares outstanding, as compared with $3.37 a share on a like basis for the preceding year.

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Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of Foreign Trade Opportunity in writing.

51,931	Toilet preparations	India	Agency
52,108	Household insecticides	Italy	Purchase
52,129	Toilet soaps	Czechoslovakia	Agency
52,152	Disinfectants, soft and liquid soaps	Canada	Agency
52,216	Shaving creams	Venezuela	Agency
52,225	Water softeners	Canada	Agency
52,318	Toothpaste in tubes	Syria	Agency or purchase
52,334	Cattle dip	Colombia	Purchase
52,468	Toilet and household soaps and chemicals for soap industry	India	Agency

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Handwashing in Schools is the title of a report recently made public by Cleanliness Institute. The report is the result of a study of facilities for handwashing in the public schools made by the Misses Helen C. Hamilton and C. Margaret Munson, under the direction of Miss Sally Lucas Jean. Its significance to the soap industry is interpreted elsewhere in this issue of *Soap*.

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Wilson & Bennett Mfg. Co., Chicago, manufacturers of steel shipping containers, announce the appointment of sales representatives for the following territories: Nashville, Daniel Post, 804 Tenth Ave., North; St. Louis, Phil A. Sullivan, 1005 Clark Ave.; Milwaukee, Harold T. Illing Co., 620 E. Water St. A complete warehouse stock will be maintained at each of these centers.

Hold Lever Brothers Outings

Annual picnics of the employes of the Lever Brothers' plants at Cambridge, Mass., and Hammond, Ind., were held simultaneously on June 6 with a gross attendance of 3,000 people. The outing of the staff of the Cambridge office and plant was held at Pine Island Park, Goff's Falls, near Manchester, N. H., and was attended by 2,000. The staff of the new Hammond plant held their first annual outing on the same day at the Golfmore Hotel, Grand Beach, Michigan, with 1,000 employes and their families present. At the Cambridge outing, the feature of the day was a baseball game between the plant and office staffs following various other athletic events for which the prizes were awarded by President F. A. Countway and General Manager Russell White. Golf, horseshoe pitching, races of various and sundry kinds, and a tug-of-war made up the athletic events at both picnics. General manager Bruce Vernon was among the prominent horseshoe pitchers at the Hammond outing.

—o—

Exports of dental creams from United States during April, 1931, had a total value of $181,241, and amounted to 192,027 lbs. This compares with 239,078 lbs. in April, 1930, worth $173,719.

Why movie stars, when these users of Lux (both above and below) are employed right in the offices of the Lever Cambridge and Hammond plants? Girls above from Cambridge at the annual outing of the Lever staff at Goff's Falls, N. H.

Below—The Executive Committee in charge of the outing of the Cambridge plant and office at Goff's Falls, N. H.

The horseshoe pitchers measure a close one out in Michigan on the annual outing of the Lever Hammond plant staff at Grand Beach. The horseshoe addicts include (right-to-left) Messrs. Eagles, Vernon, Dr. Rauschenbach, Messrs. Wells, Conway.

Exponents of Lux from Hammond, Ind. taking part in a putting contest at the annual outing. As noted above, why go to Hollywood?

The tug-o-war at the Hammond plant outing. This is the way the Hoosiers act when they are turned loose up in Michigan

CHICAGO NEWS

CHICAGO Perfumery, Soap and Extract Association held its Annual Stag Picnic at the White House, located several miles northwest of Chicago, on Tuesday, June 23rd, just before the torrid spell caused an eight-day collapse of Chicago's energies in matters both of enterprise and pleasure. The White House has been the scene of the Stag Picnics during the past five years. Despite the popularity of the golf tournaments this year, a representative crowd of about twenty-five assembled at 1:00 p. m. and after luncheon devoted themselves to miscellaneous outdoor recreation, with occasional intervals around the card tables. The Picnic Committee was headed by Donald M. Clark, of Franco American Hygienic Co., and consisted, in addition, of R. G. Brown, of Geo. Silver Import Co.; Joseph De Lorme, of Riviera Products Co.; Joseph Gauer, of Fritzsche Brothers, Inc.; D. A. Day, of Heine & Co., and A. G. Schneider, of Victor Chemical Works. Two teams were assembled for a five inning baseball game but the outcome remains somewhat hazy because some of the scores were claimed to have been made during batting practice and they seemed to multiply so rapidly that it was finally decided by unanimous consent to give up any attempt at counting runs. Unfortunately this released additional energies in the team that happened to be at bat and when three men finally struck out from sheer weariness, it was discovered that the opposing team had wandered away one by one despondently and had been replaced, with the exception of the pitcher, by chance passers-by. Donald Clark then circled the bases three times and the game was called finished. Upon being awakened, the umpire said he would report the winner and the score by telephone after he had been escorted safely home. In the meantime, horseshoes had been humming merrily through the air, several members having been persuaded to pit themselves against the veteran, William Schutte, who modestly refused to state from whom or how many times he had won. Thus the day remains scoreless, and one of unblemished recollections. After an excellent dinner at 6:00 p. m. the members climbed wearily but cheerily into their cars and drove homeward.

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Forty members and guests assembled at Cog Hill Country Club on Tuesday, June ninth for the second Golf Tournament of the Chicago Perfumery, Soap and Extract Association. Competition began early and resulted in an unusual number of excellent scores. Class A. winners were: First, Fred Slyder, of American Thermos Bottle Co., 78-8, 70; Second, J. Wilhelm of George Lueders & Co., 80-11, 69; Third, Elmer Smith, of American Aniline Products Co., 81-12, 69. The seeming disparity in this ranking is due to the ruling by which all scores revert back to par, with low handicap taking precedence. The Class B winners were: First, Ray A. Morris, of Orbis Products Trading Co., 95-22, 73; Second, B. F. Zimmer, of Fritzsche Brothers, Inc., 93-19, 74; Third, Roy Downs, of Owens-Illinois Glass Co., 96-22, 74. Class C winners were: First, Wm. H. Schutte, of P. R. Dreyer, Inc., 107-35, 72; Second, Clarence Seguin, of C. A. Seguin Co., 118-35, 83; Third, J. De Lorme, of Riviera Products Co., 132-47, 85. Two guest prizes were awarded as follows: First, H. Perrottet, 83-12, 71; and second, R. Groff, 86-18, 68. The day was pleasantly finished by a dinner at the club house. A. C. Drury, Chairman, announces that the third tournament will be held at Twin Orchards Country Club, at Itasca, Ill., on Tuesday, July 14th. As the members have not heretofore played on this beautiful course, it is expected that a record crowd will assemble.

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Extensive preparations have already been made for the 12th annual convention of the American Association of Cosmeticians and Hair Artists, to be held, as previously announced, at the Sherman Hotel on August 17, 18 and 19.

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Exports of toilet or fancy soaps from United States during April, 1931, amounted to 509,380 lbs., worth $106,669, as compared with 618,494 lbs., valued at $125,613, during the same month of 1930. Laundry soap exports were 2,615,470 lbs., worth $151,839, in April, 1931, as against 3,267,350 lbs., valued at $214,876, in April, 1930. Scouring soaps and powders totaling 716,187 lbs., worth $48,245, were exported in April, 1931, as compared to 1,451,728 lbs., valued at $92,330, in April, 1930.

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The copra cargo of the Matson liner *Sonoma* was damaged to the extent of several thousand dollars by fire which was discovered in the holds when the liner docked at San Francisco, June 19. The vessel had just completed a trip to Australia, returning via Suva and Pago Pago where the copra cargo was picked up.

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Reduced freight rates on liquid caustic soda in tank cars from Solvay and Syracuse, New York, to numerous destinations in the state of New York have been approved by the New York Public Service Commission. The reductions averaged three cents per cwt. and went into effect early in July.

Use our lists for mailings!

Augment your trade paper advertising by using our new complete mail and printing service.

We will lay-out and design your printed matter, booklets, circulars, price lists, etc.

We will print them for you complete.

We will fold, enclose, address envelopes, and mail them.

We will give you the most complete distribution obtainable in the soap, sanitary products and allied fields.

We will mail your literature from the best lists in existence, - - - lists which have taken over five years to compile accurately, - - - live lists which blanket the field, - - - lists which are checked, and corrected daily, - - - lists which are available only for our exclusive use.

The mail advertising service is available for reaching the following *complete* groups *only*—

1. SOAP MANUFACTURERS—all United States makers of toilet, laundry, shaving, liquid, oil, textile and other soaps, also shampoos, cleansers, etc.
2. SANITARY PRODUCTS MANUFACTURERS—all makers of disinfectants, fly sprays, insecticides, polishes, theatre sprays, deodorants and allied products in the United States.
3. JANITORS' SUPPLY TRADE—all leading distributors in the United States.
4. OIL AND FAT INDUSTRIES—The plant and technical men of the fat, oil and soap industries.
5. HARD SOAP MANUFACTURERS—Makers of toilet, laundry bar, chip, powdered, scouring and allied soaps.

Important Points—

1. All mailings made direct by us to Post Office,—*no other way*.
2. No lists are for sale, or will be sold under any circumstances.
3. No picked lists of *special groups* are available except those enumerated above.
4. Business originating and coming through bona fide advertising agencies will be subject to our usual agency commission of ten per cent.

Mail Service Department

MacNAIR-DORLAND COMPANY, Inc., 136 Liberty St., New York

Say you saw it in SOAP!

PERSONAL AND IMPERSONAL

J. M. Miller, formerly head of J. M. Miller Soap Co., Los Angeles, which went into a receivership about a year ago, is back in the field again as a manufacturer of washing powder and bar laundry soap. His plant is now located at 1928 Atlantic Street.

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Lever Brothers Co. has renewed its contract with the National Broadcasting Co. calling for programs each Tuesday and Thursday evening. The Rinso "talkie"—"What Happend to Jane," will accordingly be heard over the NBC-WEAF network for another year.

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General Products Corp., is introducing a new shaving cream called "Quo" in the Pittsburgh market. The advertising account is handled by Ketchum, MacLeod & Grove, Pittsburgh.

—o—

Fred E. La Combe, formerly with Palmolive Co., and later with Lavo Co., has just been appointed sales manager of the Leland Chemical Co., Milwaukee.

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William E. Armstrong has announced his resignation as president, general manager and chairman of the Board of directors of Armstrong Chemical Co., Canandaigua, N. Y., and is now in no way connected with that concern. The Armstrong line includes washing powder, water softener, cleansers and boiler compound.

—o—

Samuel K. Maxwell, formerly sales manager for Andrew Jergens Company, Cincinnati, has formed the Arbogust-Maxwell Company, advertising agency, with offices at 8 S. Michigan Avenue, Chicago. One of the new agency's first accounts is that of the Allen B. Wrisley Company, Chicago soap manufacturers.

—o—

Fred C. Ward, Colgate-Palmolive-Peet Co., Chicago, has been elected to the board of directors of the Laundry & Cleaners Allied Trades Association of New York City for the coming year. Edward S. Bassett, Cowles Detergent Co., was elected treasurer and also is a member of the board.

—o—

The Solutionizer Company, Chicago, announces the appointment of John Boylan as advertising manager. Mr. Boylan was formerly promotion manager of the *Chicago Daily Times*. Among his first duties will be the supervision of the extensive advertising which will be conducted on the new Plug Type Solutionizer. The company also plans shortly to introduce several new items of equipment of particular interest to the soap and oil trades.

—o—

A complaint charging Mulhens & Kropff, Inc., New York, with unfair methods of competition in the sale of its toilet preparations has been dismissed by the Federal Trade Commission. The recent merger with Ferdinand Mulhens, complainant in a similar suit, has removed the probability of continuance of the alleged unfair methods of competition.

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Kirkman & Sons, Brooklyn, have been refused registration of the word "Vigo," as a trademark for a cleanser and detergent. The decision of the commissioner of patents was based on the ground that the word is the same as the name of a Spanish town and also of a county in Indiana. Registration of geographical names is prohibited.

—o—

Procter & Gamble Co., Cincinnati, is sponsoring a new radio broadcast program over the National Broadcasting System's chain. Beginning July 7 Eddie East and Ralph Dumke, "The Sisters of the Skillet," started a series of broadcasts three days a week from 8:45 to 9:00 P.M. over the NBC-WJZ network.

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Carroll Co., New Haven, Conn., has leased a store at 811 Broad Street, Newark, N. J., as the first step in its plan to establish a chain of perfumery and cosmetic stores in the metropolitan area. The New Haven concern now operates thirty-five stores in New England.

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August Kochs, head of Victor Chemical Works, Chicago, sailed June 19 on the *Europa* for a trip which will take him through England, Ireland, France, Switzerland and Germany. Mr. Kochs will return late in August.

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The offices of Wecoline Products, Inc., have been moved to 15 East 26th Street, New York, the new telephone number being CAledonia 5-0387.

When it comes

to supplying the soapmaker

with perfume materials, we are in position to furnish the highest quality merchandise at interesting prices.

When Again in the Market for

Oil Rosemary Spanish
Oil Thyme Red and White
Oil Lavender Flowers French
Oil Vetivert Bourbon and Java
Oil Geranium Bourbon and African

Write Us for Prices.

All Products of

Bertrand Freres, S. A.

GRASSE FRANCE

Sole Representative U. S. and Canada

P. R. DREYER INC.

26 CLIFF STREET NEW YORK

Agent for

PAOLO VILARDI	H. RAAB & CO.	VANILLIN FABRIK
Reggio Calabria, Italy	Roermond, Holland	Hamburg, Germany
Essential Oils	*Artificial Musks*	*Aromatic Chemicals*

J. Loughead of Colgate-Palmolive-Peet Co., Ltd., Toronto, was elected a member of the executive committee of the Association of Licensed Manufacturing Perfumers of Canada at the annual meeting held at Belleville, Ont., early in June.

—o—

Minnesota Chemical Co., St. Paul, makers of soaps and soap powders, recently occupied a new and larger building at 2285 Hampden Avenue.

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Procter & Gamble Co., Cincinnati, has bought the steamer "Paco" and is having her reconditioned in preparation for carrying oil cargoes and general freight.

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Herman G. Weicker, vice-president of Dodge & Olcott Co., New York, returned with Mrs. Weicker from an extended trip to Europe recently. He visited England, Germany, France and Switzerland, conferring with the Dodge & Olcott principals in those countries. Mr. Weicker's observations on the economic situation in Germany are particularly interesting in view of the subsequent developments embodied in the new Hoover plan. Mr. Weicker is of the opinion that Germany is in a precarious economic position due to the effect of the heavy reparations payment and the loss of markets due to the dumping tactics of the Soviet. He is convinced of the disastrous consequences that would entail for the rest of the world if Germany should be forced into a financial collapse at this time.

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John Powell of John Powell & Co., New York, who underwent an operation at the Montague Hospital, New York, on July 9, returned to his desk on July 15.

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Leo P. Bergin, secretary of Los Angeles Soap Co., over a period of thirty years, died recently in Los Angeles at the age of forty-nine. He is survived by his widow, two sons, a daughter and two brothers.

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Lumo Corporation has moved its soap plant from Pleasantville, N. J., to Egg Harbor where a building has been remodelled to take care of its requirements.

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According to a recent ruling of the Treasury Department, the use of hydrogenated whale oil is now permitted in margarins made and sold in the United States.

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J. B. Jones, who recently left Colgate-Palmolive-Peet Co., Toronto, is being succeeded temporarily by Mr. Livesay of the Chicago Office.

Chemical Salesmen Plan 2nd Tournament

The second golf tournament of the Salesmen's Association of the American Chemical Industry will be held at Lennox Hills Country Club, Farmingdale, L. I., July 22, in charge of Thomas R. Farrell, *Drug Markets*, 101 West 31st St., New York. Entries must be filed by noon, July 21, to make players eligible for competition for the low net prizes. The entry fee for this tournament is $5 for members and $7 for guests, covering the cost of greens fees and prizes. At the first tournament which was held at Canoe Brook Country Club, Summit, N. J., June 23, forty members and guests attended in spite of the unfavorable weather. Among the prize winners was Al Alvarez, Grasselli Chemical Co., who took first in the low gross competition with an 86. C. S. Benjamin of General Chemical Co., was second with an 88. F. H. Leppart of Columbia Alkali Co. won first in the low net with a net 72.

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N. Y. Oil Trades Golf Winners

The annual outing of the Oil Trades Association of New York, held at Briarcliff Lodge, June 16, attracted a turnout of 192 members and guests in spite of the bad weather. In the golf tournament, which was the feature of the day, C. H. Scott of Scott Welded Products Co. took low net with an 83-19—net 64. George A. Wharry of G. A. Wharry & Co. took low gross with an 88-12-76. Other winners in class A were J. F. Renick, George Getchel and Edwin Stern. Class B low net was won by William H. Correa, Standard Oil Co. of N. Y., with 98-24-74. E. C. Barfoot, Marine Oil Corp., took second with 103-28-75. Other class B winners were Mr. Bailey, H. D. Armitage, Charles A. Oettler and William B. Tucker. First prize among the guests went to E. A. Maher, who had a 91-28-63. Other winners were Charles Reed, M. Ireland, William H. Holt and Fred Wolff. From some of the surprisingly low net scores that were turned in there is apparently still considerable work for the handicap committee. Another feature of the day's program was a baseball game between teams representing the mineral and vegetable oil trades. The *Petroleum Terrors* disposed of the *Awful Vegetoils* to the tune of 12 to 9, winning for themselves silver backed comb and brush sets which were offered as prizes for the winning team. Albert J. Squier, chairman of the entertainment committee of the association, was in general charge of the outing, and Edwin Stern was in charge of golf prizes.

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The Foragers held their 33rd annual outing at Green Gables, Long Branch, N. J., June 27, engaging in their usual program of sports.

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SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

Report of the Soap Section

The following is the report rendered by Archibald Campbell, chairman of the Soap Section of the American Oil Chemists' Society, before the Society at New Orleans on the year 1930-31: "The work of the Soap Section was carried on during this year by the Detergents, Soap Analysis, and Glycerine Analysis Committees.

"The Detergents Committee, James G. Vail, Chairman, continued its program on standard soil, and expects to have an interesting and instructive report to present at our meeting next fall. The Soap Analysis Committee, H. P. Trevithick, Chairman, devoted the year to work on developing methods for the determination of unsaponifiable matter in soaps. The committee recommends the adoption of the Fat Committee method for use on pure soaps, containing no rosin, lanolin, or tung oil; and that the committee shall continue to do further cooperative work to develop a method for use on filled soaps containing rosin, lanolin, etc. The Glycerine Analysis Committee, J. T. R. Andrews, Chairman, devoted its time to proving that a discrepancy exists between the results obtained by the specific gravity and bichromate methods of analysis on the one hand and the acetin method on the other, and the committee recommends that further cooperative work be done to determine the cause of such discrepancy.

"I wish to make the following recommendations to the society covering the program for the Soap Section for the next year: That the Detergents Committee continue as at present organized until after its report at our next fall meeting. That the Soap Analysis Committee continue its cooperative work on developing a method for determining unsaponifiable matter in filled soaps containing rosin, lanolin, etc. That the Glycerine Analysis Committee continue its cooperative work on the cause of the discrepancy between the analysis of glycerine by the specific gravity and bichromate methods on one hand and the acetin method on the other as proven by the committee work this year. That a committee be appointed to review and revise the Standard Methods of Sampling and Analysis of Soap and Soap Products as adopted by the American Chemical Society and the American Oil Chemists' Society.

"I wish to most strongly urge that all the members of the various committees favor their respective chairman with all possible suggestions in order to broaden the scope of the work of the committee as well as to lighten the burden and responsibilities of the chairman. I wish to thank most heartily the officers of the Society, the chairmen and members of the various committees, and the members of the Soap Section for the hearty response, keen interest, and conscientious effort, put forth in behalf of the work by our section during the past year."

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Soap Analysis Corrections

In "Soap Analysis," in the June issue of *Soap*, on page 30, fourth paragraph, instead of "Redistilled petroleum, boiling under 75 deg. C.," the text should read "Redistilled petroleum ether, American Oil Chemists' Society specifications, shall be used. . .." On the same page, second column, after the present "Note," add the following note: "Note: Any free fatty acids in the soap, (titrated in 50 per cent alcohol solution and calculated to oleic acid), must be added to the corrected figure for Unsaponified and Unsaponifiable Matter."

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Correction in Brucine Denaturing

In the use of brucine alkaloid as a denaturant for technical vegetable oils, trouble may be encountered if the brucine is dissolved in alcohol, according to The New York Quinine and Chemical Works, Brooklyn, N. Y., manufacturers of brucine alkaloid. The preferred method for the use of this alkaloid as a denaturant makes use of the following formula:

Brucine Alkaloid, 2 lbs; Commercial oleic acid, 1 quart, 12 fluid ounces; vegetable oil, 1 quart and 1 pint. Heat the oleic acid to 90° C. Add the brucine alkaloid slowly with constant stirring. When the solution is clear, add the vegetable oil. Heat to 90° C. Mix well. One pint of this solution contains four ounces of brucine alkaloid; the solution will not precipitate crystals on cooling and is miscible in all proportions with vegetable oils.

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Reduced freight rates on cottonseed oil and foots in car lots, from Port Ivory to certain New York Central stations have been announced by the N. Y. Public Service Commission as follows: Buffalo, 26½c cwt.; Rochester, 26½c cwt.; Syracuse, 25c cwt.

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ON PRODUCTS AND PROCESSES

The following effects of adding 2-25% of rosin on the color changes of soaps during aging have been noted: 25% rosin, color change from light yellow to brown accompanied by an increase in stickiness; 15% rosin, same; 5% rosin, soap remained lighter colored; 2% rosin (WW grade), soap changed from white to cream color. The soaps tested were mixed soaps of coconut oil and rosin. *Seifensieder-Ztg.* 58, 3-5 (1931).

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Separated curd soaps are said to vary their structure during cooling, maturing and storage, becoming more and more fibrous, liberating a part of the hydration water as free moisture (syneresis). Tenacity of the soap seems to be closely related to the nature and content of soaps of higher liquid acids which form the basal structure by cementation of total mass, also give finer fibers to soaps of higher solid acids which otherwise would be very hard and brittle. *J. Soc. Chem. Ind. Jap.* 34, Suppl. Bind. 116 (1931).

—o—

In soap manufacture comprising a first and main saponification of oils and fats succeeded by a second and final saponification, the first saponification may be effected by boiling with an alkaline lye, a small quantity of an electrolyte and water (the mixture being boiled containing about 56 per cent of combined and uncombined fatty acids and 1.0 to 1.5 per cent of the electrolyte) so that the product after boiling can be rendered viscous by addition of a small proportion of water; and the second saponification is effected by boiling after adding sufficient water that the mixture contains about 50 per cent of combined and uncombined fatty acids. U. S. Pat. No. 1,799,496.

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A patented soap recommended for cleansing and softening the skin even when stained with tar or lubricating oil, consists of water, cacao butter, caustic soda, caustic potash and commercial benzene. Swiss Pat. No. 143,405.

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Solvents and emulsifying agents for fatty materials and mineral oils are made by adding olein or its equivalents to a mixture of soaps or soap equivalents (such as aromatic or hydroaromatic sulfonic acids or their salts), with alcohols of high molecular weight.

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In an investigation of rancidity, it has been observed that when fats containing mono- and di-glycerides are irradiated with ultra-violet light in the presence of air, the free alcohol groups are oxidized to aldehyde groups. Tristearin containing mono- and di-glycerides when irradiated in the presence of atmospheric oxygen gave a negative Kreis test, a positive silver reaction (reduction of ammoniacal silver nitrate) and a negative peroxide test. Synthetically prepared tristearin, free of mono- and di-glycerides, after irradiation gave negative reactions to all three tests. Irradiated olive oil, also triolein, gave positive reactions to the three tests. *Allgem. Ol-Fettztg,* 28, 3-7, 25-9 (1931), *Chem. Abstr.* 25, 3186-7 (1931).

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The standard method for determination of sodium silicate in washing compounds which first calls for filtration of the hot aqueous solution of the sample has been criticized by an investigator who proposes decomposition of the sample with acid without prior filtration, in the apprehension that filtration may remove some silica which may have become insoluble. *Seifensieder-Ztg.* 58, 168-9, 185-6 (1931).

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Trisodium phosphate and an abrasive, such as fine granular silica sand, may be added to soap (preferably made by using both soda and potash lye), for the preparation of a detergent composition. Can. Pat. No. 305,022.

—o—

A product which may be used as a wetting, cleaning, washing or emulsifying agent is composed of alkali salts of phosphoric and boric acids with sulfonates of organic materials and with or without alcohols of high molecular weight. Fr. Pat. No. 690,352.

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It is said that good cold cream can be prepared by the emulsification of polyhydric alcohol esters of saturated or unsaturated fatty acids with water or aqueous solutions in the presence of acylalkyldiamines or their derivatives. The esters should still contain free hydroxyl groups. Derivatives of such esters may be substituted for the esters. Fr. Pat. No. 690,330.

—o—

A patented soap for domestic use or for mechanics contains tallow soap 50 parts, fine white pumice 43. glycerol 5 and rosin 2 parts. Fr. Pat. No. 693,580.

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CONTRACTS AWARDED

Crystal Soap & Chemical Co., Philadelphia, has been awarded the contract for 900 lbs. of soap for Chicago army quartermaster at a price of 6c pound. Also awarded the contract for 100 lbs. at 14c. Lightnin' Lye Co., Painesville, Ohio, awarded 24,000 lbs. lye at 5.3c. Clarence Morgan & Co., Chicago, awarded 5,000 lbs. flake naphthalene at 3.75c. Right Polish Co., Bloomfield, N. J., awarded 6,000 cans stove polish at 6.2c.

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Armour & Co., Chicago, has been awarded the contract for 10,500 lbs. of ordinary laundry soap for Fort Crook at a price of three cents a pound in a recent St. Louis army quartermaster's bidding. Also awarded at the same price, 10,500 lbs. for Fort Leavenworth, 7,800 lbs. for Fort Omaha, 10,500 lbs. for Fort Riley and 10,260 lbs. for Fort Robinson.

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Holbrook Mfg. Co., Jersey City, N. J., has been awarded the contract for 2,500 lbs. chipped soap for Frankford, Pa., arsenal at a quotation of 4.75c lb. Other bidders and their offers were as follows: Swift & Co., Philadelphia, 5.21c; J. Eavenson & Sons Co., Camden, 5.2c; Procter & Gamble Distributing Co., Philadelphia, 6.19c; Chas. W. Young & Co., Philadelphia, 6.5c; Enterprise Mill Soap Works, Philadelphia, 6.24c; and Armour & Co., Philadelphia, 5.45c.

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McKesson & Robbins, Inc., was low bidder on 2,000 bottles liniment soap in a recent Washington veterans' bureau bidding, with a quotation of $360. In 3,000 bottles liquor antiseptic Jas. Good, Inc., was low bidder with a price of $411.

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Fergusson Laboratories, Philadelphia, was low bidder on liquid soap on standing contract for Washington Post Office department in a recent bidding with a quotation of 18.47c gal. Other bids and bidders were as follows: DuBois Soap Co., Cincinnati, 20c gal.; Kranich Soap Co., Brooklyn, 23c; Green Oil Soap Co., Chicago, 26c and 30c; Clifton Chemical Co., New York, 23c; Jas. Good, Inc., Philadelphia, 23c; Armour & Co., Chicago, 19.75c; R. M. Hollingshead Co., Camden, N. J., 21c and 22c; Leeno Products, Inc., Baltimore, 23c; and Goulard & Olena, New York, 29.7c.

Eau de Cologne for Soaps

For more than two hundred years, the eau de cologne odor has been popular for toilet waters, extracts, and soaps. The fresh character of a good eau de cologne apparently has accounted to a great degree for its popularity. According to Frank H. Sedgwick in the "Soap Trade & Perfumery Review" of London, eau de cologne should consist of citrus oils, lavender and rosemary, with traces of musk, ambergris, and in some cases rose. He points out that for use in soap, the ordinary eau de cologne formula will not do as the odor is too fleeting, being made up chiefly of oils consisting of high volatile terpene content and with little or no fixative powers. A successful eau de cologne odor for soap will require that the perfumer start all over again and build up an entirely different type of compound. He states that neroli should be present in a good cologne toilet water, but that owing to its content of methyl anthranilate, it cannot be used in soap because of its discoloring effects. At the same time, oils which were considered harsh and sharp in essences and toilet waters, will be softened very materially when used as a constituent of a soap perfume. Petitgrain is a good example of this. Then, it is pointed out, sometimes, it is better to use linalyl acetate, citral, and other derivatives, rather than the straight citrus oils, although mixtures of the two are held by Mr. Sedgwick to give the best results.

Two formulas for eau de cologne odors suitable for soaps are given. One for luxury soap is as follows: bergamot, 200 parts; lemon, 100; sweet orange, 80; bitter orange, 40; mandarin, 30; lavender barreme, 50; petitgrain, 100; rosemary, 50; white thyme, 25; menthol, 10; linalol, 40; linalyl acetate (ex bois de rose), 100; musk ketone, 20; geranyl acetate, 50; methylnaphthyl ketone, 30; cinnamic alcohol, 10; methyl cinnamate, 30; opoponax resin, 20; citral, 10. A formula for a good quality soap odor is: bergamot, 100; lemon, 200; petitgrain, 100; orange, 120; white thyme, 50; rosemary, 50; lavender, 25; bois de rose, 50; linalyl acetate, 200; terpenyl acetate, 100; methyl cinnamate, 30; nerolin, 25; musk xylol, 20; musk ambrette, 10; heliotropin, 10; geranyl acetate, 25; vanillin, 3; citral, 75; cinnamic alcohol, 25; ionone for soaps, 25.

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RECORD OF TRADE-MARKS

The following trade-marks were published in the June issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade Marks Filed

B-Ys—This in solid letters against diamond shaped background describing washing preparation. Filed by B-Y Co., Providence, R. I., Oct. 9, 1930. Claims use since Aug. 20, 1930.

Moda—This in solid letters describing toilet soap. Filed by Gabilla, Inc., New York, Feb. 25, 1931. Claims use since 1920.

Palmolive—This in solid letters with other words on carton, describing shaving cream. Filed by Colgate-Palmolive-Peet Co., Chicago, Mar. 26, 1931. Claims use since September, 1927.

Golden Wonder Powder—This in broken letters describing scouring compounds. Filed by E. F. Houghton & Co., Philadelphia, Mar. 27, 1931. Claims use since October, 1929.

Metso—This on reverse plate with two mechanical figures in background, describing cleansing compound. Filed by Philadelphia Quartz Co., Philadelphia, Mar. 27, 1931. Claims use since Oct. 10, 1930.

Crystal—This in solid letters describing shoe polish. Filed by Crystal Shoe Polish Mfg. Co., Chicago, Mar. 31, 1931. Claims use since Sept. 23, 1929.

Wyandotte H-D-C—This in solid letters describing cleaning materials. Filed by J. B. Ford Co., Wyandotte, Mich., Apr. 22, 1931. Claims use since January, 1931.

C.P.O.—This in solid letters describing preparation to be used as spreader with contact insecticides. Filed by Crystal Soap & Chemical Co., Philadelphia, Mar. 21, 1931. Claims use since Jan. 1, 1930.

Bathcharm—This in solid letters describing bath salts. Filed by Neptune Trading Corp., New York, Apr. 16, 1931. Claims use since Mar. 31, 1931.

'Yeastine'—This in solid letters describing complexion and shaving soap. Filed by Arthur Calder Lyons, Brantford, Ontario, Canada, May 2, 1930. Claims use since Feb. 3, 1930.

Celoklenz—This on reverse plate describing cleaner. Filed by Celolac Products Co., Minneapolis, Jan. 26, 1931. Claims use since Sept. 10, 1930.

Abso—This in solid letters describing cleaning compound. Filed by Absorene Mfg. Co., St. Louis, Mar. 13, 1931. Claims use since Feb. 23, 1931.

Duo D'Orsay—This in solid letters describing soaps. Filed by D'Orsay Perfumeries Corp., New York, Mar. 21, 1931. Claims use since Nov. 6, 1930.

E-Ra-Sm—This is solid letters describing cleaner and polish. Filed by Erasm Chemical Corp., Cincinnati, Apr. 7, 1931. Claims use since Mar. 25, 1931.

XXX—This in solid letters describing insecticides, spreaders and disinfectants. Filed by Leffingwell Rancho Co., Whittier, Cal., Dec. 22, 1930. Claims use since on or about Jan. 1, 1923.

Cedaraire—This in solid letters describing moth preventive. Filed by Reefer's No-Moth, Inc., New York, Apr. 9, 1931. Claims use since Jan. 2, 1931.

Representation of Puritan against oval shaped background, describing soap and polish. Filed by Puritan Soap Co., Rochester, N. Y., Feb. 14, 1931. Claims use since September, 1929.

Palmolive—This in solid letters describing toilet soap and shaving cream. Filed by Colgate-Palmolive-Peet Co., Chicago, Apr. 27, 1931. Claims use since Jan. 1, 1900.

Elvera—This in outline letters with fanciful portrait, describing shampoo. Filed by Schieffelin & Co., New York, Dec. 15, 1930. Claims use since May 3, 1919.

Kongol—This on reverse plate with representation of native and insect, describing insecticide. Filed by Belisiario Diaz, Los Angeles, Cal., Apr. 4, 1931. Claims use since Mar. 1, 1931.

Healoil—This in solid letters with drawing of bathers, describing shampoo. Filed by Healoil Laboratories, Detroit, Apr. 21, 1931. Claims use since Aug. 19, 1929.

Ezy-Day—This in solid letters describing soap in granular form. Filed by Hewitt Bros. Soap Co., Dayton, Ohio, Dec. 10, 1930. Claims use since Sept. 10, 1930.

Win.a.Way—This in solid letters describing polishes. Filed by Johnson Co., Mulberry, Kans., Dec. 29, 1930. Claims use since November, 1930.

Mule Kick—This in solid letters describing cleaner. Filed by J. A. Sexauer Mfg. Co., New

York, Jan. 23, 1931. Claims use since Feb. 19, 1929.

Cadum—This in shaded letters describing toilet soap. Filed by Omega Chemical Co., New York, Apr. 24, 1931. Claims use since 1913.

Triad—This in solid letters describing soap powders. Filed by Rex Products & Mfg. Co., Detroit, Apr. 25, 1931. Claims use since Apr. 3, 1931.

Miliptopal—This in solid letters describing soap. Filed by DeGama Chemical Co., San Francisco, May 4, 1931. Claims use since Apr. 18, 1931.

Fluxit Fixator—This on reverse plate showing world globe, describing chemical spreader for insecticides. Filed by Colloidal Products Corp., San Francisco, Nov. 3, 1930. Claims use since February, 1929.

Pyro-Magna—This in solid letters describing dental cream. Filed by K. D. Chemical Co., St. Petersburg, Fla., Apr. 22, 1931. Claims use since Sept. 1, 1930.

Vermel—This in solid letters describing insecticide. Filed by Vermel Co., Sioux Falls, S. Dak., May 6, 1931. Claims use since Apr. 15, 1931.

Sop-O-Zon—This in solid letters describing liquid soap dispensers. Filed by Bobrick Mfg. Corp., Los Angeles, Nov. 25, 1930. Claims use since June 15, 1910.

Budge-It—This in solid letters with crescent shaped border, describing rug and household cleaner. Filed by Budge-It Products, New York, Sept. 6, 1930. Claims use since Aug. 7, 1930.

Lucky Kat—This in solid letters together with drawing of cat, describing stove polish. Filed by Luck Kat Stove Polish Co., Peabody, Mass., Dec. 19, 1930. Claims use since Sept. 1, 1930.

Wet Me Wet—This in solid letters describing cleansing compound. Filed by Ada Baldwin, Philadelphia, Mar. 30, 1931. Claims use since 1900.

Grenol—This in solid letters describing various soaps, soap powders, cleansers, shaving creams, shampoos and bases. Filed by Green Oil Soap Co., Chicago, Apr. 28, 1931. Claims use since Sept. 15, 1924.

Palmolive—This in solid letters on band carrying seal. Filed by Colgate-Palmolive-Peet Co., Chicago, May 15, 1931. Claims use since June, 1899.

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Trade Marks Granted

283,516. Disinfectant. Charles W. Berg Laboratories, Philadelphia. Filed December 26, 1930. Serial No. 309,328. Published March 17, 1931. Class 6.

283,534. Insect-Repellent Cream. Stanco Incorporated, Wilmington. Filed January 17, 1931. Serial No. 310,074. Published March 10, 1931. Class 8.

283,584. Shampoo. Mariglow Products Co., South Bend, Ind. Filed February 5, 1931. Serial No. 310,772. Published March 17, 1931. Class 6.

283,597. Dentifrices. Parke, Davis, & Co., Detroit. Filed October 31, 1930. Serial No. 307,417. Published March 10, 1931. Class 6.

283,605. Poison for Ants, Insects and Rodents. Senoret Chemical Co., St. Louis. Filed September 2, 1930. Serial No. 305,246. Published March 10, 1931. Class 6.

283,620. Alkali for General Cleansing Purposes. National Milling & Chemical Co, Manayunk, Philadelphia. Filed December 4, 1930. Serial No. 308,594. Published March 17, 1931. Class 4.

283,621. Alkali for General Cleansing Purposes. National Milling & Chemical Co., Manayunk, Philadelphia. Filed December 4, 1930. Serial No. 308,593. Published March 17, 1931. Class 4.

283,622. Soap and Shampoo Soap. Prophylactic Soap Corp., New York. Filed November 18, 1930. Serial No. 308,017. Published March 17, 1931. Class 4.

283,634. Milled Toilet Soap and Shampoo. La Vay Products Co., New York. Filed June 3, 1930. Serial No. 302,146. Published September 9, 1930. Class 4.

283,683. Insecticide. O. & W. Thum Co., Grand Rapids, Mich. Filed October 9, 1929. Serial No. 290,853. Published March 11, 1930. Class 6.

283,687. Cleaning Preparation. Davenport & Co., Portland, Oreg. Filed November 5, 1928. Serial No. 274,825. Published March 10, 1931. Class 4.

283,703. Soaps. How-Glad Manufacturing Co., New York. Filed January 2, 1931. Serial No. 309,573. Published March 17, 1931. Class 4.

283,709. Automobile Polish. Petersen & Frese, Inc., Valley Stream, N. Y. Filed January 13, 1931. Serial No. 309,903. Published March 17, 1931. Class 16.

283,783. Shampoo. A. F. Johns Co., New York, Filed February 17, 1931. Serial No. 311,126. Published March 31, 1931. Class 6.

283,787. Insecticide. John Powell & Co., New York. Filed December 27, 1930. Serial No. 309,453. Published March 17, 1931. Class 6.

283,837. Concentrated Extract for Use in Insecticides. McLaughlin Gormley King Co., Minneapolis. Filed February 6, 1931. Serial No. 310,807. Published March 24, 1931. Class 6.

283,873. Hair Shampoo. Carminia Co., Portland, Oreg. Filed June 23, 1930. Serial No. 302,722. Published March 31, 1931. Class 6.

283,979. Naphthalene Compounds for Moth Prevention. White Tar Co. of New Jersey, Inc.,

Kearny, N. J. Filed February 13, 1931. Serial No. 311,046. Published March 31, 1931. Class 6.

284,008. Insecticides. William Peterman, Inc., New York. Filed March 27, 1930. Serial No. 297,983. Published March 31, 1931. Class 6.

284,033. Insecticides. Koppers Products Co., Pittsburgh. Filed July 7, 1930. Serial No. 303,189. Published March 24, 1931. Class 6.

284,053. Soap. Dorothy Gray, Bloomfield, N. J. Filed December 17, 1930. Serial No. 309,071. Published March 24, 1931. Class 4.

284,062. Soap. Lever Brothers Co., Cambridge. Filed January 19, 1931. Serial No. 310,131. Published March 24, 1931. Class 4.

284,077. Shaving Creams. Parke, Davis & Co., Detroit. Filed February 9, 1931. Serial No. 310,878. Published March 24, 1931. Class 4.

284,080. Soaps. Comfort Manufacturing Co., Chicago. Filed February 16, 1931. Serial No. 311,083. Published March 31, 1931. Class 4.

284,081. Soaps. Comfort Manufacturing Co., Chicago. Filed February 16, 1931. Serial No. 311,084. Published March 31, 1931. Class 4.

284,084. Soap Powders. Milwaukee Lubricants Co., Milwaukee. Filed August 14, 1930. Serial No. 304,624. Published March 31, 1931. Class 4.

284,088. Soap. Lever Brothers Co., Cambridge. Filed October 31, 1930. Serial No. 307,407. Published March 24, 1931. Class 4.

284,089. Soap. Lever Brothers Co., Cambridge. Filed November 15, 1930. Serial No. 307,947. Published March 31, 1931. Class 4.

284,096. Soaps. Maté, Inc., Philadelphia. Filed September 11, 1929. Serial No. 289,637. Published December 10, 1929. Class 4.

284,097. Cleaning Products. The J. B. Ford Company, Wyandotte, Mich. Filed January 22, 1930. Serial No. 295,072. Published March 31, 1931. Class 4.

284,102. Soap, Washing Powder, and Other Cleaning Preparations. Gordon-Allen Ltd., Berkeley, Calif. Filed November 18, 1930. Serial No. 308,013. Published March 31, 1931. Class 4.

284,468. Cleaning Preparation. Vampire Products Co., Crafton, Pa. Filed July 7, 1930. Serial No. 303,184. Published April 7, 1931. Class 4.

284,474. Soap, Soap Chips, Soap Powder, and Scouring Cleaner. Kirkman & Son, Brooklyn. Filed October 6, 1930. Serial No. 306,448. Published April 7, 1931. Class 4.

284,491. Toilet Soap. Gabilla, Inc., New York. Filed February 25, 1931. Serial No. 311,428. Published April 7, 1931. Class 4.

284,492. Toilet Soap. Gabilla, Inc., New York. Filed February 25, 1931. Serial No. 311,431. Published April 7, 1931. Class 4.

284,507. Cleaning Preparation. V. B. Company, Jacksonville, Fla. Filed November 13, 1930. Serial No. 307,840. Published March 31, 1931.

New Patents

Conducted by

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PATENT AND TRADE-MARK CAUSES

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Complete copies of any patents or trade-mark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trade-mark Law will also be freely answered by these attorneys.

No. 1,804,932, Manufacture of soap powder, Patented May 12, 1931, by Roberts L. Holliday, New York, N. Y., assignor, by mesne assignments to Colgate-Palmolive-Peet Company, Chicago, Ill., a Corporation of Delaware, and the Procter & Gamble Company, Cincinnati, Ohio, a corporation of Ohio. The process of producing a dry appearing relatively high water containing soap powder product consisting mainly of soap and soda ash with the soda ash in a predominating amount, which comprises preparing a soap and soda ash mixture with an amount of water sufficient to dissolve substantially all of the soda ash ingredient, the proportion of water being substantially in excess of the amount desired in the finished product so as to render the mixture free flowing to permit its being broken up into liquid drops by spraying and permitting its being handled through pumps and pipe lines with ordinary care without danger of solidification therein, spraying the soap powder mixture to thus subdivide it into drops, effecting removal of a portion of the moisture content of the sprayed soap powder mixture down to substantially 40% by bringing a current of heated moisture absorbing treating gas into contact with the sprayed particles of the mixture, regulating the total moisture absorbing capacity of the treating gas relative to the total amount of water desired to be removed from the product being treated to thereby inhibit the removal of moisture from the particles of sprayed soap powder mixture while the mixture still has a relatively high water content, effecting incorporation of a major portion of the relatively high water content with the other constituents of the soap powder mixture as water of crystallization to produce an ultimate product in apparently dry water form by continuing the treatment of the sprayed soap powder mixture having the relatively high water content in a treating gas of controlled low moisture absorbing capacity until the sprayed material under

(*Turn to Page* 123)

D&O ESTABLISHED IN 1798

ESSENTIAL OILS
SYNTHETIC AROMATICS
COMPOUNDED PERFUME BASES
For the Soap and Insecticide Industries

PINEOLEO

With that refreshing pine odor

ROSORIOL

Imparts a delightful Oriental rose character

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Has the wonderful fresh perfume of the lavender flower

The three odors represented by these perfume materials when used in soaps are of the successful type.

They do not discolor white soaps and are economical in use.

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180 VARICK STREET NEW YORK CITY

"The integrity of the house is reflected in the quality of its products"

Say you saw it in SOAP!

Market Report on

ESSENTIAL OILS AND AROMATICS

(*As of July* 8, 1931)

NEW YORK—The market for essential oils and aromatic chemicals took a definite upward turn during the period just concluded. It seems to be the general opinion in the trade that the bottom of the falling price curve has been reached and passed. With substantial advances shown in such oils as bergamot and Java citronella, considerable buying interest has been exhibited by users who have bought in small lots over the last year and now expect to stock up at bottom prices. The advance in bergamot and the other citrus oils was the outstanding feature of the market due to the generally weak position which these oils have occupied for the past few months. Citronella oil, particularly the Java product, also advanced, due to higher cables and light stocks. Higher cables also lent strength to the geranium market but little buying interest was shown. Otto of rose was one of the oils in weaker position this period. A fairly good carryover and expectation of a normal crop this year caused a general reduction in quotations.

Oil Anise

Anise exhibited a firm tone. This oil is steadily advancing from low levels reached several months ago and higher prices are expected over the coming months.

Oil Bergamot

With the best buying season under way considerable interest was shown in oil bergamot by users last period. The increase in demand afforded sellers an opportunity to advance quotations which they were quick to seize. Quotations were raised to a level of $1.90 to $2.10, with further advances predicted.

Oil Citronella

Both Java and Ceylon grades of oil citronella were firmer this period as a result of receipt of higher cables from primary markets. Java oil made the sharpest gains due to the belief that

TERPINEOL, C. P.

Water White—Fine Odor—One of the Best Low Cost Odors for Soaps, Fly Sprays, Deodorizing Blocks, etc.

MENTHOL, Synthetic

White Crystals with Fine Natural Odor for mentholated shaving creams, soaps, shampoos, lotions, creams,

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THE tubes that cloak your product have plenty to do with sales you win or lose. We know they can make or miss repeat sales. Sun Tubes are manu factured with this in mind. And that's why our engineering standards, modernized methods and precision machines make it easy for products packed in Sun Tubes to mount high in sales. Certainly sales have steadily risen with Sun. Take your tube troubles to Sun and we'll cut them to a minimum—at no higher cost to you!

SUN TUBE CORPORATION
HILLSIDE, N. J.

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stocks of oil in this market are small. It was quoted at 51c to 54c lb.

OIL GERANIUM

The market for geranium oil was practically nominal this period. Incoming cables were higher but buyers showed little anxiety to cover at any advance.

OTTO OF ROSE

There was a weakening in the market for otto of rose this period due to abundance of stocks on hand. The crop this year is expected to be normally large, and the prospect of excess supplies brought price reductions. The range is now from about $10.50 to $14.00 an ounce.

—o—

An advertising campaign to popularize "Toilet Fragrance," deodorant and germicide, has been undertaken by Sanitary Laboratories, Ltd., Fullerton, Cal., manufacturers, and National Distributors, Ltd., Los Angeles, who handle its sale. The campaign is in the hands of Danbacher & Horner, Ltd., Los Angeles, advertising agents.

—o—

Clinton S. Lutkins and George M. Wells, vice-presidents of Allied Chemical and Dye Corp., New York, resigned their offices June 30. Mr. Lutkins recently returned to the Allied organization after an absence of several years. Mr. Wells has been in charge of sales for Allied for a number of years.

—o—

Polak's Frutal Works, New York, has appointed Zink & Triest, Drexel Bldg., Philadelphia, and George H. Martin, 149 California Street, San Francisco, and 300 Avery Street, Los Angeles, as special representatives in their respective territories.

—o—

Yardley & Co., Ltd., New York, claimed in protests 474567-G, etc., that soap classified at 30 per cent ad valorem under paragraph 82 of the Tariff Act of 1922 should be returned for duty at 15 per cent under the same paragraph. Justice J. McClelland, who handed down the decision, held the soap in question dutiable at 15 per cent as claimed, T. D. 16271.

—o—

The Bleaching of Oils, Fats, Waxes and Soaps by J. Davidsohn. 269 pages. Paper binding. Gebrueder Borntraeger, Berlin, Germany. Price $7.00. (In German). The third section of this book will be of particular interest to soap makers, taking up as it does the bleaching of soap. The subject is considered from the practical angle, making the volume one of service to the plant man. References to literature and patents further add to the serviceability of the text.

A Good Soap Market for You!

All textile mills, dyers, finishers and printers in the United States and Canada are fully reported in the Consolidated DAVISON'S TEXTILE BLUE BOOK and Dockham's American Report and Directory.

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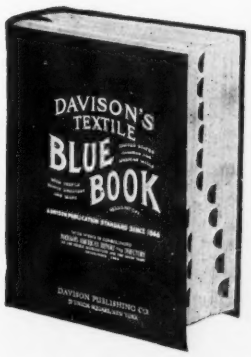

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CAUSTIC SODA

Solid — Flake

Ground — Liquid

SODA ASH

Light — Dense

Feather

THE COLUMBIA ALKALI COMPANY

EMPIRE STATE BUILDING

NEW YORK CITY

Say you saw it in SOAP!

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(*As of July* 6, 1931)

NEW YORK—A sharp downward movement was noted in a number of items in the soap and disinfectant market during the period just closed. All grades of glycerine were reduced as severe competition developed among some of the larger sellers. Quotations on rosin were also lowered, with sharp reductions occurring in the medium priced grades. Stocks at concentration points continued to mount in spite of small arrivals. Another development this period was the reduction in quotations on trisodium phosphate made by sellers. The spot market for alkalis was quiet, but shipments on contracts continued in satisfactory volume during June. Quotations were unchanged. Developments in the general business situation of the country were encouraging. Improvement in the international credit situation due to general acceptance of the Hoover plan prompted an upward movement on the stock exchanges which advanced prices of chemical stocks 15 per cent to 20 per cent.

ALKALIS

Leading factors in this market reported satisfactory shipments during June, although the spot market was comparatively inactive.

GLYCERINE

Sharp reductions on various grades of glycerine were reported this past month due to severe competition among leading producers. Demand was inactive. Chemically pure glycerine dropped to an inside of 11½c lb., with dynamite at 9¾c. Saponification was offered at 6½c lb. and soaps lye at 5½c.

NAVAL STORES

Increasing stocks of rosin at seaboard points caused a drop in quotations this period. The steady increase in stocks continued in spite of low volume of arrivals. Demand, both foreign

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on a barrel or bag of
TRI-SODIUM PHOSPHATE

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is a guarantee of purity and uniformity, backed by a chemical reputation of nearly a hundred years.

As our process permits Grasselli T. S. P. to *cure*, it is Free Flowing.

Shipped to you in barrels with paper liner—no loss either in transit or storage. Also comes in kegs and bags. Grades—fine, globular, medium and coarse.

Our Research Department may be of help in solving some of your problems. This service is available to you.

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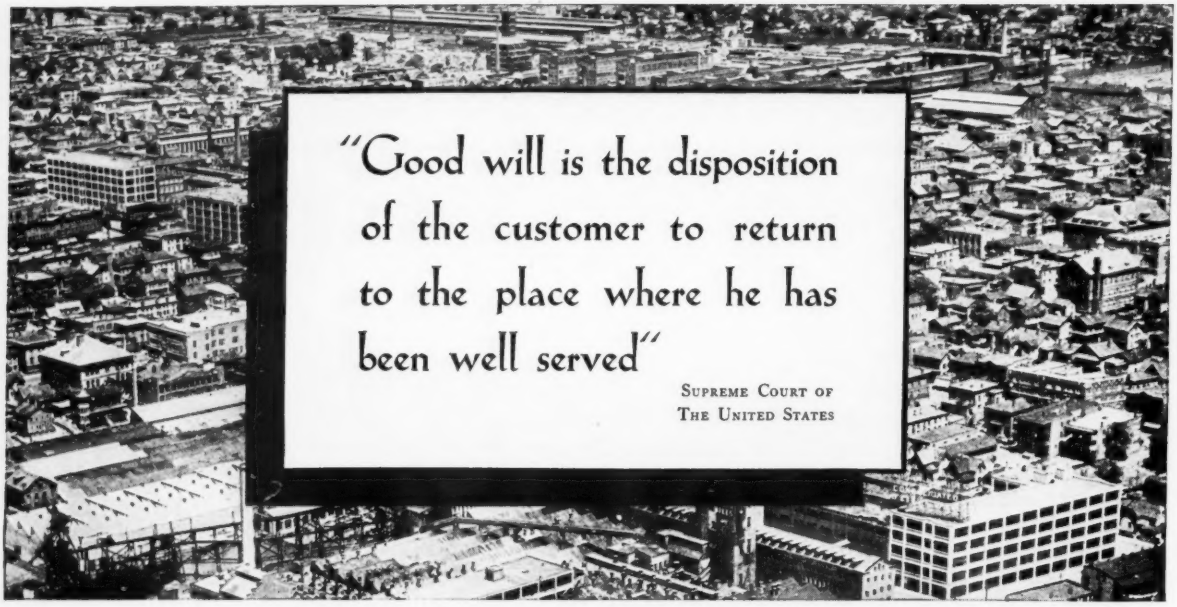
"Good will is the disposition of the customer to return to the place where he has been well served"
SUPREME COURT OF THE UNITED STATES

GOOD WILL

IN THE wide field of the industries served by Klipstein good will is an asset dearly won and highly prized. This institution has kept faith with its customers for more than 60 years. The spirit that won us this priceless asset burns as brightly as ever... and it is today supported and strengthened by facilities more diversified than ever before.

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Say you saw it in SOAP!

and domestic, was almost inactive. The medium grades of rosin were most affected by the decline, falling in some cases over a dollar a barrel. The dark and light grades, on the other hand, were not much affected. The closing schedule follows: Grade B, $4.60; H, $4.98; K, $5.25; N, $6.40; WG, $8.20; WW, $8.70; wood, works, $3.60 to $4.30. Wood rosin was unchanged in price from last period.

TRISODIUM PHOSPHATE

A new and reduced price schedule for trisodium phosphate was announced toward the close of the period. Car lots in bags are now offered at $3.05 per hundred pounds, with barrels at $3.30 per hundred. Less than car lots are quoted at $3.30 to $3.55, according to quantity.

—o—

Stocks of rosin in Southern ports on July 1, 1931, amounted to 442,501 barrels as compared with 202,685 barrels a year ago. Receipts of rosin during the second quarter of this year amounted to only 389,969 barrels, as against 398,747 last year, indicating that the sharp increase in stocks has resulted from subnormal shipments rather than from abnormal arrivals.

—o—

A report on methods of marketing and distribution employed by cooperative chain stores, prepared by the Federal Trade Commission, was sent to the U. S. Senate July 13. It is estimated that 395 cooperative grocery chains operate in United States, having a membership of 53,400 retail stores. Later reports will cover similar data for centrally owned chain stores.

—o—

Issues New Bottle Cleaning Catalog

As part of its campaign to promote the thorough washing of glass containers before they are filled for sale, the U. S. Bottlers Machinery Co., Chicago, is issuing a series of bulletins on washing and drying equipment. These bulletins will later be bound together to form a complete catalog. Each section of the complete catalog will deal with a different type of machinery, such as washing and drying equipment, corking and capping equipment, filling machinery, filtering outfits, conveyors, etc. The first bulletin of the series, dealing with washing and drying equipment has already appeared. It pictures and describes the complete U. S. Bottlers Machinery Co. line of bottle washing and drying machinery.

—o—

Exports of caustic soda from United States during April, 1931, totaled 16,246,333 lbs., worth $433,544, with Japan, the largest buyer, taking 5,935,933 pounds.

"A PERFECT SEAL AND THE STRENGTH OF STEEL"

Patents Pending

THAT'S the NILES "Ringseal" Container story in a word. Smart looking, because we reproduce your label design or trade mark beautifully. ▸No leaks -- even if abused -- as the "Ringseal" stands guard faithfully every step of the journey from your plant to the final user. ▸This formidable combination of features will prove a big step ahead for your product. Ask for a sample today!

Your attractive label can be reproduced in striking colors. Sizes in 2½ to 60 gallon capacity -- with full head or recessed head opening. Can be furnished to comply with I. C. C. Specifications.

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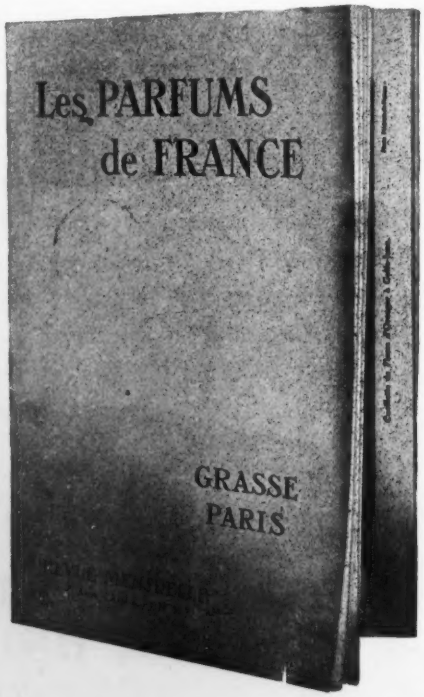

BRINGS TO SOAPMAKERS EVERY MONTH:

—Information about cultivation of aromatic plants.

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Market Report on

TALLOW, GREASES AND OILS

(*As of July* 8, 1931)

NEW YORK—The market for soapmaking oils, fats and greases took a decided upswing during the period just closed. There were only a few reductions made during the month as compared with steady advances all through the period on the bulk of the list. Buying activity was stimulated by the advancing prices as users sought to cover requirements before any sharp advances occurred from recent record low levels. There was little bulk buying however, purchases for the most part continuing to be for small amounts. Some explanation for the advance was found in the recent improvement in the general business outlook as a result of the acceptance of President Hoover's proposal of a moratorium on international debts. Another factor in the advance was the firmer position of copra in the primary markets. This resulted in higher quotations on coconut oil which in turn lent strength to other competing oils.

Coconut Oil

This period coconut oil regained the ground it lost a month ago, with New York Manila tanks closing at 4½c lb., as against an opening price of 4c. Copra advanced from a price of 2c lb. at the beginning of the period, a record low for recent years, to 2⅜c lb. at the close. The Manila copra market was very firm due to light arrivals from the interior. The opinion was expressed in some quarters, however, that the advances in both copra and coconut oil had been too sharp to hold.

Corn Oil

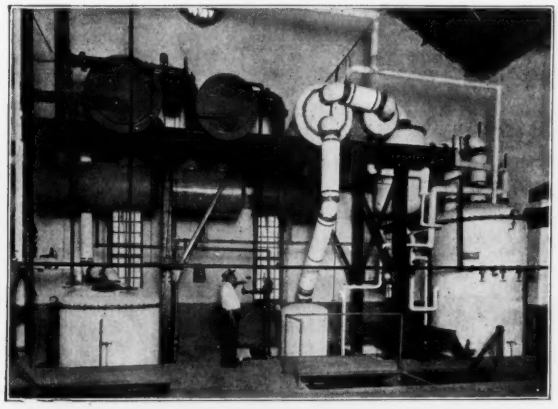
The market for corn oil was also considerably stronger this period. Stocks in the hands of resellers were reported to be light, and offerings also light. Quotations advanced steadily through the period, closing at 6¾c lb. for crude tanks at the mill, an advance of ¾c lb. during the period.

WURSTER & SANGER, INC.

GLYCERINE REFINING PLANTS

The most efficient Glycerine Refining Plant operating with the lowest refining loss and the highest yield of finished product.

The outstanding features of the Wurster & Sanger process and equipment are:



WURSTER & SANGER GLYCERINE DISTILLATION PLANT

1. Highest yield of distilled glycerine.
2. Highest percentage of finished glycerine obtained on direct distillation, eliminating rehandling and losses.
3. Lowest steam consumption.
4. Extreme simplicity of operation.
5. Compactness of the plant.
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New Plants Designed—

Old Plants Remodeled

Complete Plants for

Crude, Dynamite and C. P. Glycerine
Laundry, Toilet and Liquid Soaps
Spray-Process Soap Powder
Fatty Acid Distillation
Fat Splitting, Stearic Acid and Red Oil
Refining of Fats and Oils
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Meeting the Industry's Standard in KELLOGG MANILA CRUDE

To meet the industry's standard, crude coconut oils should contain not more than 6% free fatty acids, nor the color exceed 8.0 red and 50 yellow.

The policy of Spencer Kellogg and Sons has never been merely to meet these standards, but to better them as much as possible. Accomplishment of this has been made possible by complete control of every phase of manufacture and distribution—selection of the best copra... crushing in their Philippine mills... shipping in Kellogg's own tank steamers... refining in their great Edgewater plant... distribution in Kellogg's tank cars to their warehouses in the key cities of the United States.

Naturally this effects economies. You derive the benefits by getting a higher grade coconut oil, at no additional cost.

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Kellogg's Coconut Oils

MANILA (Crude) - CRYSTALITE - SILVER SEAL COCHIN - KOLINE (Edible) - HYDROGENATED

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COTTONSEED OIL

This market which is more closely in key with the security exchanges than the other oil markets was quick to reflect the bullish movement in stocks which followed the success of President Hoover's debt negotiations. Coupled with this bullish influence was a reduction in offerings of crude cottonseed oil which helped to advance quotations to 6½c lb. Bids on refined oil also advanced ½c lb. to close at 7c.

RED OIL AND STEARIC ACID

Manufacturers reduced red oil and stearic acid ½c lb. during the past month, due to reduced cost of raw material. This was one of the few declines of the month. There is usually a lag of several weeks in the adjustment of red oil and stearic acid prices to the rest of the market.

TALLOW

The tallow market maintained a steady tone all through the recent period with quotations practically unchanged. Offerings from producers were light. The present price of tallow is a record low for many years.

——o——

Complete statistics covering the production, consumption, imports, exports, and stocks on hand of animal and vegetable oils and fats for the United States by quarters for the calendar years of 1927 to 1930 inclusive, have just been issued by the Bureau of the Census of the Department of Commerce. Copies are available from the United States Government Printing Office, Washington, D. C., at five cents each.

——o——

Largest Whaler Completed

From the shipyard of Workman, Clark & Co., Belfast, Ireland, the 34,000 ton "Kosmos II" was launched on July 7. The ship is designed for the Antarctic whaling trade and is the largest whaling vessel now afloat on the high seas. The boat is larger than many of the ocean greyhounds and is equipped with the latest devices for whaling, and reduction of the carcasses. It is a combined factory and tanker with thirty-three large tanks holding a total of 25,000 tons of whale oil. The new machinery will be able to handle the carcasses and extract oil up to 2,500 barrels daily. She has accommodations for 300 men aboard, which includes the crews of seven killer boats which will make up her fleet. As originally laid down and planned, the *Kosmos II* was to enter the Antarctic whaling trade this fall, but owing to the agreement to keep the whalers tied up at their ports in Europe, she will proceed to Norway and lie idle for a year, leaving for the Antarctic in July, 1932.

DO YOU KNOW?

If not? You should know

That creams, lotions, ointments, etc., no longer need contain irritating alkalies or amines! And they will wash off with water, too!

That lipsticks and rouge can be made better at a lower cost!

That wax polishes can be made simply (without oil) which will not dry white or show finger-prints.

How???

with Glycol Stearate

To convince yourself, as others have done, order a trial 8 lb. can now—working formulae for creams, lotions and polish supplied free with trial orders.

Price Schedule (f.o.b. New York)

400 lb. drums	*50 lb. cans*	*8 lb. cans*
18c. lb.	*23c. lb.*	*28c. lb.*

GLYCO PRODUCTS COMPANY, Inc.

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yet always accomplished in

NIAGARA
CAUSTIC POTASH

IT is a known fact that Caustic Potash is difficult to produce in a pure state. Much more so, in fact, than is the case with Caustic Soda. Yet Niagara Caustic Potash is outstanding in excellence . . . always.

That is to be expected, for Niagara Alkali was the first in this country to manufacture this essential to soap-making. Today, Niagara is the highest grade of potash obtainable here or abroad.

The many years of close, expert attention we have given to the development of high quality Caustic Potash . . . and Caustic Soda . . . is your assurance of satisfaction.

NIAGARA ALKALI COMPANY

Associated with Electro Bleaching Gas Co.
Pioneer Manufacturer of Liquid Chlorine

9 East 41st St., New York, N. Y.

Say you saw it in SOAP!

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.10	.11
Acid, Boric, bbls., 99½%	ton	135.00	162.50
Cresylic, 97% dk., drums	gal.	.47	.48
97-99%, pale, drums	gal.	.54	.58
Formic, 90%, tech.	lb.	.10½	.12
Oxalic, bbls.	lb.	.11	.11¼
Adeps Lanae, hydrous, bbls.	lb.	.14	.15
Anhydrous, bbls.	lb.	.15	.16
Alcohol, Ethyl, U. S. P., bbls.	gal.	2.42	2.56
Complete Denat., No. 5, drums., ex.	gal.	.27	.29
Alum. potash lump	lb.	.03	.03¼
Ammonia Water, 26°, drums, wks.	lb.	.02¾	.03
Ammonium Carbonate, tech., bbls.	lb.	.10½	.11½
Bleaching Powder, drums	100 lb.	2.00	2.60
Borax, pd., cryst., bbls., kegs	ton	66.00	77.50
Carbon Tetrachloride, car lots	lb.	—	.06¼
L. C. L.	lb.	.06½	.07
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	10.00	25.00
Cresol, U. S. P., drums	lb.	.12½	.15
Creosote Oil tanks	gal.	.13	.16
Formaldehyde, bbls.	lb.	.06	.07
Fullers Earth	ton	15.00	24.00
Glycerine, C. P., drums	lb.	.11½	.12
Dynamite, drums	lb.	.09¾	.09⅞
Saponification, tanks	lb.	.06½	.08
Soaps, Lye, tanks	lb.	.05½	.05¾
Hexalin, drums	lb.	—	.60
Kieselguhr, bags	ton	—	35.00
Lanolin, see Adeps Lanae.			
Lime, live, bbls.	per bbl.	1.70	2.20
Menthol, cases	lb.	3.50	3.75
Synthetic, tins	lb.	3.00	3.60
Mercury Bichloride, kegs	lb.	1.35	1.50
Naphthalene, ref. flakes, bbls.	lb.	.04	.05¼
Nitrobenzene (Myrbane) drums	lb.	.09½	.11
Paradichlorbenzene, bbls., kegs	lb.	.15	.23
Paraformaldehyde, kegs	lb.	.38	.39
Petrolatum, bbls. (as to color)	lb.	.02	.08
Phenol, (Carbolic Acid), drums	lb.	.14¼	.16
Pine Oil, bbls.	gal.	.55	.61
Potash, Caustic, drums	lb.	.06⅛	.06⅜
Flake	lb.	.07	.08
Potassium Bichromate, casks	lb.	.08¾	.09½
Pumice Stone, powd.	100 lb.	2.50	4.00
Rosins (600 lb. bbls. gross for net)—			
Grade B to H. basis 280 lbs.	bbl.	4.60	4.98
Grade K to N.	bbl.	5.25	6.40
Grade WG and WW	bbl.	8.20	8.70
Wood, works	bbls.	3.60	4.30
Rotten Stone, pwd. bbls.	lb.	.02½	.04½
Silica, Ref., floated	ton	18.00	22.00
Soap, Mottled 40 lb. box	lb.	—	.12
Olive Castile, bars, powder	lb.	.12	.22
Powdered White, U. S. P.	lb.	.14	.16
Green, U. S. P.	lb.	.06½	.07½
Tallow Chips	lb.	.07½	.08
Whale Oil, bbls.	lb.	.04	.04½

basic raw materials for CLEANERS

for dry Cleaners—

TRISODIUM PHOSPHATE

STANDARD WARNER CHEMICALS

Fine granular and Powdered
Free flowing and non-caking

for liquid Cleaners—

STANDARD WARNER CHEMICALS

CARBON TETRACHLORIDE

Redistilled — Water White — Supplied also in combination with other solvents to meet individual requirements

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The WARNER CHEMICAL COMPANY

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415 LEXINGTON AVENUE **NEW YORK CITY**

T-S-P

Users of Tri-Sodium Phosphate desiring a free-flowing, readily soluble product find Aero Brand meets their requirements.

Aero Brand Tri-Sodium Phosphate is manufactured with extra care. It is carefully cured and screened, and well packed to preserve its perfect mechanical condition.

Aero Brand T-S-P is shipped in non-sifting, paper lined packages and in drums, kegs, barrels and bags up to 325 pounds. Write for quotations.

Industrial Chemicals Division

American Cyanamid Company

535 Fifth Avenue New York

Say you saw it in SOAP!

Soda Ash, contract, wks., bags, bbls. 100 lb.	1.12½	1.25
Soda Caustic, Cont., wks., sld...100 lb.	—	2.50
Flake .....lb.	—	2.90
Liquid, tanks .....lb.	—	2.20
Soda Sal., bbls.....100 lb.	1.00	1.15
Sodium Chloride (Salt).....ton	11.40	14.00
Sodium Fluoride, bbls.....lb.	.08¼	.09½
Sodium Hydrosulphite, bbls.....lb.	.22	.23
Sodium Silicate, 40 deg., drum, 100 lb.	.75	.80
Drums, 60 deg. wks.....100 lb.	—	1.65
In tanks, 15c. less per hundred, wks.		
Tar Acid Oils, 15-25%.....gal.	.24	.28
Trisodium phosphate, bbls.....lb.	.03¼	.03½
Zinc Oxide, lead free.....lb.	.06½	.07
Zinc Stearate, bbls.....lb.	.22	.24

Oils—Fats—Greases

Castor, No. 1, bbls.....lb.	.11¾	.12
No. 3, bbls.....lb.	.11¼	.11½
Coconut, tanks, N. Y.....lb.	.04⅜	.04½
Tanks, Pacific Coast.....lb.	.03⅞	.04
Tanks, Chicago .....lb.	.04½	.04⅝
Cod, Newfoundland, bbls.....gal.	.38	.42
Copra, bulk, Coast.....lb.	.02¼	.02⅜
Corn, tanks, mills.....lb.	—	.06⅜
Bbls., N. Y.....lb.	.07¾	.08
Cottonseed, crude, tanks, mill.....lb.	—	.06½
PSY .....lb.	—	.07
Degras, Amer., bbls.....lb.	.03¼	.04
English, bbls. .....lb.	.04¼	.04½
German, bbls. .....lb.	.03½	.04
Neutral, bbls. .....lb.	.07	.08½
Greases, choice white, bbls., N. Y...lb.	.03	.04
Yellow .....lb.	.02⅜	.02½
Brown .....lb.	.02¼	.02⅜
House .....lb.	.02⅜	.02½
Lard, prime, steam, tierces.....lb.	.08⅛	.08¼
Compound, tierces .....lb.	—	.09¾
Lard Oil,		
Extra, bbls. .....lb.	—	.08¾
Extra, No. 1, bbls.....lb.	—	.08¼
No. 2, bbls. .....lb.	—	.07¾
Linseed, raw, bbls., spot.....lb.	.0900	.0940
Tanks, raw .....lb.	—	.0840
Boiled, 5 bbls. lots.....lb.	—	.1020
Menhaden, Crude, tanks, Balt.....gal.	.20	Nom.
Oleo Oil, No. 1, bbls., N. Y.....lb.	—	.06⅝
No. 2, bbls., N. Y.....lb.	—	.06⅛
Olive, denatured, bbls., N. Y.....gal.	.74	.78
Foots, bbls., N. Y. .....lb.	.05½	.05¾
Palm, Lagos, casks, spot.....lb.	.04¾	.05
Shipments .....lb.	—	.04¾
Niger casks, spot.....lb.	.04	.04¼
Shipments .....lb.	—	.03¾
Palm Kernel, casks, denatured.....lb.	—	.05
Tank cars, denatured.....lb.	.04⅜	.04½
Peanut, imported tanks, N. Y.....lb.	—	.05¼
Red Oil, distilled, bbls.....lb.	.07⅞	.08⅜
Saponified, bbls. .....lb.	.07⅞	.08⅜
Tanks .....lb.	—	.07
Soya Bean, domestic tanks, N.Y....lb.	—	.06½
Manchurian, pressed, N. Y.....lb.	—	.07⅜
Stearic Acid		
Double pressed .....lb.	.08½	.09
Triple pressed, bgs.....lb.	.11	.11½
Stearine, oleo, bbls.....lb.	.07¼	.07⅜
Tallow, special, f. o. b. plant.....lb.	—	.03¼
City, ex. loose, f. o. b. plant.....lb.	—	.03½
Tallow, oils, acidless, tanks, N. Y....lb.	—	.06⅝
Bbls., c/1, N. Y.....lb.	—	.07¼
Whale, nat. winter, bbls., N. Y.....gal.	.68	.70
Blchd., winter, bbls., N. Y. .....gal.	.70	.72
Extra blchd., bbls., N. Y. .....gal.	.73	.75

USE STAUFFER BRAND

Carbon Tetrachloride

in your liquid cleaners

STAUFFER BRAND Carbon Tetrachloride will make a good cleaner better. It is 99.9% pure, the purest obtainable anywhere, is water white and is absolutely free from residue or residual odor. May we work with you when you are next in the market? Let us submit samples and prices. Anything from a drum up.

Also producers of

CAUSTIC SODA

STAUFFER CHEMICAL COMPANY

Plants
Niagara Falls, N. Y.
Los Angeles, Cal.

Office
420 Lexington Ave.
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Say you saw it in SOAP!

"EVERGREEN" PERFUMES

for

Soaps, Sprays, Deodorants, etc.

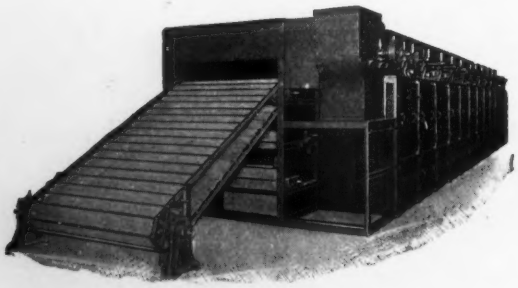
"EVERGREEN" concentrated oils for cake soaps, liquid soaps, theatre sprays, insecticides, para and related sanitary products are backed by 31 years of compounding experience. Besides having a complete array of standard oils for this type of perfuming we are quipped to work out specialties designed for your particular use. May we be of service to you?

EVERGREEN CHEMICAL CO., INC.

160 FIFTH AVENUE **NEW YORK**

The Sargent Three Swing Shelf Conveyor progressive stage

CHIP SOAP DRYING MACHINE



A MACHINE which is a factor of economy and a dependable actor in several soap plants. A machine of slight depreciation and large production. It is liked by attendants as well as by the president of the company. Won't you investigate our offering on your next Chilling Roll and Soap Dryer?

C. G. SARGENT'S SONS CORP.

GRANITEVILLE **MASSACHUSETTS**

Say you saw it in SOAP!

Essential Oils

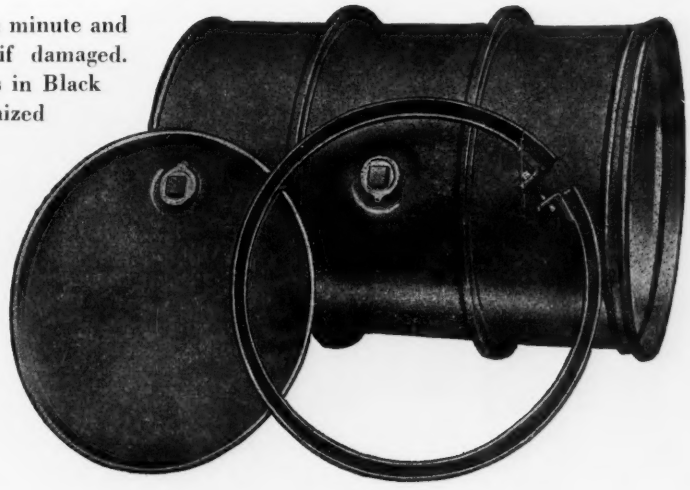
Almond, Bitter, U. S. P.	lb.	2.25	2.50
Bitter, F. F. P. A.	lb.	2.65	2.80
Sweet, cans	lb.	.45	.47
Apricot, Kernel, cans	lb.	.26	.28
Anise, cans	lb.	—	—
U. S. P., cans	lb.	.45	.46
Bay, tins		1.90	2.00
Bergamot, coppers	lb.	1.90	2.10
Artificial	lb.	1.35	1.50
Birch Tar, rect., bot.	lb.	.45	.50
Crude, tins	lb.	.13	.14
Bois de Rose, Brazilian	lb.	.70	.75
Cayenne	lb.	1.20	1.35
Cade, cans	lb.	.26	.27
Cajuput, native, tins	lb.	.60	.65
Calamus, bot.	lb.	2.75	3.00
Camphor, Sassy, drums	lb.	.21	.23
White, drums	lb.	.16	.18
Cananga, native, tins	lb.	1.75	1.90
Rectified, tins	lb.	2.20	2.30
Caraway Seed	lb.	1.55	1.65
Cassia, Redistilled, U. S. P., cans	lb.	1.00	1.10
Cedar Leaf, tins	lb.	.90	1.00
Cedar Wood, light, drums	lb.	.39	.41
Citronella, Java, drums	lb.	.51	.54
Citronella, Ceylon, drums	lb.	.37	.40
Cloves, U. S. P., cans	lb.	1.40	1.45
Eucalyptus, Austl., U. S. P., cans	lb.	.33	.35
Fennel, U. S. P., tins	lb.	1.00	1.10
Geranium, African, cans	lb.	4.00	4.50
Bourbon, tins	lb.	3.90	4.50
Hemlock, tins	lb.	.90	.95
Lavender, U. S. P., tins	lb.	2.00	3.50
Spike, Spanish, cans	lb.	.60	.75
Lemon, Ital., U. S. P.		.90	1.20
Lemongrass, native, cans	lb.	.48	.50
Linaloe, Mex., cases	lb.	1.80	1.95
Neroli, Artificial	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.20	1.30
Orange, Sweet, W. Ind., tins	lb.	1.90	2.10
Italian cop.	lb.	2.20	2.40
Distilled	lb.	.85	1.00
Origanum, cans, tech.	lb.	.25	.40
Patchouli	lb.	4.75	5.50
Pennyroyal, dom.	lb.	1.55	1.60
Imported	lb.	1.10	1.15
Peppermint, nat., cases	lb.	1.80	1.90
Redis., U. S. P., cases	lb.	1.95	2.05
Petit Grain, S. A., tins	lb.	1.20	1.30
Pine Needle, Siberian	lb.	.65	.70
Rose, Natural	oz.	10.50	14.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.40	.45
Tech., lb. tins	lb.	.33	.35
Sandalwood, E. Ind., U. S. P.	lb.	8.00	8.50
Sassafras, U. S. P.	lb.	1.00	1.20
Artificial	lb.	.27	.29
Spearmint, U. S. P.	lb.	2.00	2.20
Thyme, red, U. S. P.	lb.	.50	.65
White, U. S. P.	lb.	.85	.90
Vetivert, Bourbon	lb.	4.50	5.00
Java	lb.	16.00	20.00
Ylang Ylang, Bourbon	lb.	5.25	6.50

This Drum Was Designed for *Easy Cleaning*

The head can be removed in one minute and can be replaced at any time if damaged. Available in 30 and 55 gal. sizes in Black Steel, Hot Dipped, Sheet Galvanized or Tinned.

Also makers of 2½, 5 and 6 gal. pails and light weight drums in 15, 30 and 55 gal. sizes for use as one-time shippers.

All our products conform with the requirements of the Interstate Commerce Commission.

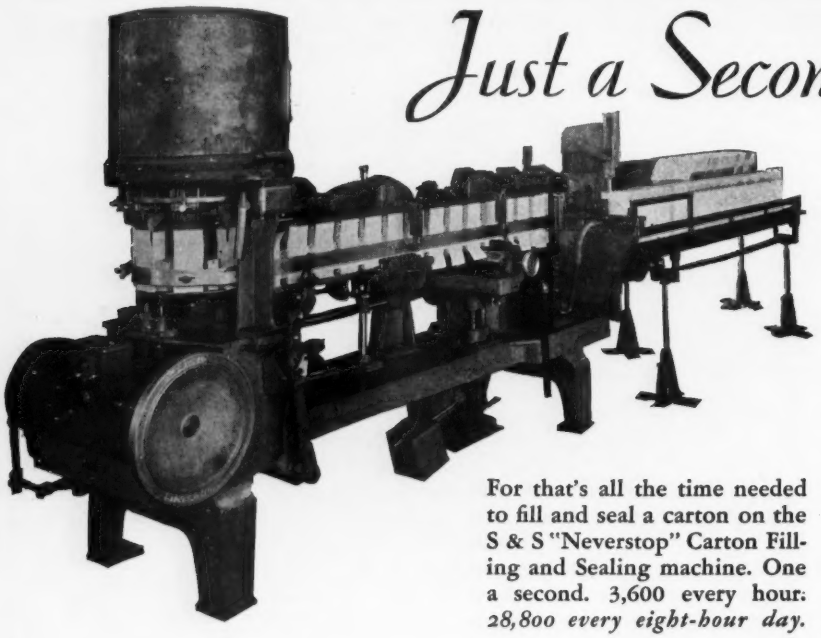


REPUBLIC STEEL PACKAGE COMPANY

7933 JONES ROAD **CLEVELAND, OHIO**

Say you saw it in SOAP!

Just a Second . . .



For that's all the time needed to fill and seal a carton on the S & S "Neverstop" Carton Filling and Sealing machine. One a second. 3,600 every hour. *28,800 every eight-hour day.*

In operation, there are no halts. The automatic feeder places cartons on a traveling belt. Smoothly and easily they are packed to measure, sealed to stay. Delivered from the "Neverstop", cartons are ready to be packed in shipping container or sent to the wrapping machine for tight wrapping.

The Stokes & Smith trademark on this machine signifies its trustworthiness. Mechanically correct and inexpensive to operate, the "Neverstop" embodies all the traditional superiorities that have given its makers the leadership they enjoy today.

STOKES & SMITH
COMPANY
4915 Summerdale Avenue Philadelphia, Pa.
British Office: 23, Goswell Rd., London, E.C. 1

Write and ask us how this machine can save money in YOUR *plant.*

ESSENTIAL OILS
AROMATIC CHEMICALS

Prime Raw Materials for Soapmaking

MADE IN FRANCE

Phenylethyl Alcohol — Phenylacetic Aldehyde

Iso Eugenol

Flosal
(The original Amyl Cinnamic Aldehyde)

Lavender Oil — Oak Moss Resin

BENJ. FRENCH, INC.

160 Fifth Avenue **New York**

Agents for
DESCOLLONGES FRERES
Lyon, France

Agents for
PILAR FRERES
Grasse, France

CHICAGO OFFICE
549 W. Randolph Street

Aromatic Chemicals

Acetophenone, C. P.	lb.	$3.00	$4.25
Amyl Cinnamic Aldehyde	lb.	4.00	8.00
Anethol	lb.	1.40	1.60
Benzaldehyde, tech.	lb.	.60	.65
U. S. P.	lb.	1.10	1.35
Benzyl, Acetate	lb.	.75	1.10
Alcohol	lb.	1.20	1.50
Citral	lb.	2.20	2.60
Citronellal	lb.	1.50	2.00
Citronellol	lb.	2.90	4.75
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.60	4.00
Diphenyl oxide	lb.	1.15	1.25
Eucalyptol, U. S. P.	lb.	.80	.90
Eugenol, U. S. P.	lb.	3.25	3.75
Geraniol, Domestic	lb.	1.50	2.00
Imported	lb.	2.00	2.50
Geranyl Acetate	lb.	2.50	3.50
Heliotropin, dom.	lb.	1.90	2.00
Imported	lb.	2.25	2.50
Hydroxycitronellal	lb.	5.50	6.00
Indol, C. P.	oz.	2.50	6.50
Ionone	lb.	4.00	10.00
Iso-Eugenol	lb.	4.00	4.50
Linalool	lb.	2.25	4.00
Linalyl Acetate	lb.	3.00	4.00
Menthol	lb.	3.50	4.00
Methyl Acetophenone	lb.	2.10	2.90
Anthranilate	lb.	2.20	2.60
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.40	.45
Musk Ambrette	lb.	6.50	7.50
Ketone	lb.	6.00	7.00
Moskene	lb.	5.40	5.90
Xylene	lb.	2.50	3.00
Phenylacetaldehyde	lb.	$4.00	$8.00
Phenylacetic Acid, 1 lb., bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	4.25	4.50
Rhodinol	lb.	7.00	18.00
Safrol	lb.	.30	.32
Terpineol, C. P., 1,000 lb. drs.	lb.	.28	.30
Cans	lb.	.32	.33
Terpinyl Acetate, 25 lb. cans	lb.	.80	1.15
Thymol, U. S. P.	lb.	1.80	2.00
Vanillin, U. S. P.	lb.	4.50	5.75
Yara Yara	lb.	1.60	2.50

Miscellaneous

Insect Powder, bbls.	lb.	.20	.23
Concentrated Extract	gal.	1.70	1.78
Gums—			
Arabic, Amb. Sts.	lb.	.09	.09½
White, powdered	lb.	.15	.17
Karaya, powdered	lb.	.21	.22
Tragacanth, Aleppo, No. 1	lb.	1.28	1.40
Sorts	lb.	.40	.45
Turkish, No. 1	lb.	.90	.95
Waxes—			
Bayberry, bgs.	lb.	.19	.22
Bees, white	lb.	.39	.41
African, bgs.	lb.	.23	.24
Refined, yel.	lb.	.27	.30
Candelilla, bgs.	lb.	.14½	.15
Carnauba, No. 1	lb.	.35	.36
No. 2, Yel.	lb.	.33	.34
No. 3, Chalky	lb.	.14½	.15
Japan, cases	lb.	.09½	.10
Paraffin, ref. 125-130	lb.	.03⅜	.04⅛

VICTOR TSP

Our nearest warehouse will serve you promptly . . .

The constantly growing demand for Victor Tri Sodium Phosphate necessitates its being kept in stock at 16 strategically located distributing centers. They are Chicago Heights (Ill.), Buffalo, New York, Pittsburgh, Kansas City, St. Louis, Boston, Cincinnati, Portland (Ore.), Indianapolis, Milwaukee, St. Paul, Minneapolis, Dallas, Omaha and Des Moines. Prompt shipments made from the stock nearest to you. Freight costs reduced to a minimum.

Write today for further details

Victor Chemical Works
343 S. Dearborn St., Chicago
New York St. Louis Nashville

FREE-FLOWING

Say you saw it in SOAP!

Now!

KRANICH'S Powdered Soaps

A complete line made from start to finish in our own plant under the guidance of the best technical skill and with the latest modern equipment.

U. S. P. CASTILE

Strictly U.S.P. powder. Uniform. Finest quality. Cannot develop rancidity.

COCOA-CASTILE

Fine uniform powdered soap made from 50% olive oil and 50% cocoanut oil.

NEUTRAL TALLOW

Pure neutral powdered soap made from high grade tallow.

SHAVING POWDER

High quality, uniform powdered shaving soap.

We are equipped to manufacture any special formula powdered soap and invite your inquiries.

We specialize in supplying the trade in bulk. Let us send you full information, samples and prices.

KRANICH SOAP CO.

54 Richards Street

BROOKLYN, N. Y.

..ALWAYS

the Same as you had before!

WHENEVER your order reads "Standard" Grade Silicate of Soda . . you can be *sure* your shipment will be exactly the same as the last.

A *made-to-measure* product for the Soap industry . . with *Clarity* its outstanding feature. You cannot improve on Standard Quality.

- "Standard" Silicate
- is supplied uniformly to specification

STANDARD GRADE SILICATE OF SODA

Standard Silicate Company

CINCINNATI · OHIO

OFFICE: 414 Frick Building, Pittsburgh, Pa.

FACTORIES:

Cincinnati, O. Lockport, N.Y. Marseilles, Ill.

Jersey City, N. J.

4 Factories 4 Better Service

For the estimation of cresol in cresol soap solution, a solution of ten grams of the soap solution in 100 cc. of water and 30 cc. of 10% potassium hydroxide is made. From this the soap is precipitated by adding 30 cc. of 2% barium chloride solution. The mixture is well shaken, adjusted to 200 cc. and set aside until the precipitated barium soap has subsided. 100 cc. (equal to 5 grams of cresol soap solution) is filtered off and divided into two parts, from each of which the cresol is precipitated by the addition of 10 cc. of diluted hydrochloric acid. The two quantities are extracted twice with 25 cc. of petroleum ether; the ether is distilled off and the remaining cresol is dried for half an hour at 100° C. and weighed. The average weight of cresol from the two extractions multiplied by forty gives the percentage of cresol in the soap solution. *Ber. Ungar. Pharm. Ges.* No. 6; *Mfg. Chem.*, May, 1931.

—o—

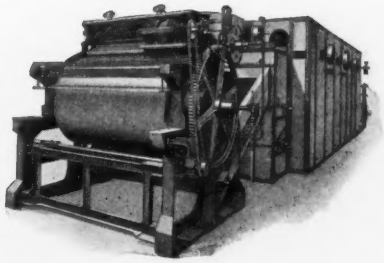
United States exported 930,599 lbs. of household insecticides during April, 1931, these products being valued at $277,184, and comparing with 1,180,510 lbs. at $377,697, in April, 1930. Exports of disinfectants, deodorants, germicides, etc., totaled 200,177 lbs., worth $23,211, in April, 1931, as against 180,549 lbs., valued at $28,171, in April, 1930.

Irish Soap Industry Expanding

Of the eight soap establishments in the Irish Free State in 1929, all were working continuously during the year; five were engaged full time throughout, but some of the workers of three establishments were placed on short time during certain periods. The following table shows the quantity of soaps made in 1929 by the eight establishments. Comparative figures for 1926 are also shown.

	Production	
	1929 Pounds	1926 Pounds
Soap, hard, household and laundry in bars and tablets	147,525,192	7,879,536
Soap, hard toilet	526,512	205,856
Shaving soap	16,240	4,704
Polishing and scouring soap	723,632	6,720
Other soaps	433,888	76,384
Soap powders	2,091,936	323,232

The value of soap manufactures imported into the Irish Free State decreased from $1,660,370 in 1926 to $502,241 in 1929 or 64%. The tariff making substantial increases in rates on soaps imported into the Irish Free State went into effect on April 22, 1925.



THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

PROCTOR & SCHWARTZ, Inc.
PHILADELPHIA

Say you saw it in SOAP!

THE NEW PLUG TYPE SOLUTIONIZER

[A DEVICE FOR PRODUCING SOAP and WATER SOLUTIONS]

ITS ADVANTAGES:

1. Saves soap, labor and time—eliminates wasteful hand-mixing.
2. Can be installed in soap drum before shipping like a bung plug.
3. Gives absolute regulation and control of soap consumption. Easily adjusted to produce 8 solutions of varying richness.
4. Low purchase price.
5. Nothing to wear out. No moving parts. Rustproof.
6. Compact size. Weight: 3 lbs. 10 oz.
7. Supplied in 2 models—Type S for steel drums—Type W for wooden containers.

The SOLUTIONIZER Co.
CHICAGO, ILLINOIS

THE NEW PLUG TYPE **SOLUTIONIZER**

SAVES

SOAP - - - LABOR - - - TIME

ECONOMY is the keynote of business today. The manufacturer who can help his customers *save* is getting new business and holding his old trade. The new plug type Solutionizer is a proven economy for soap consumers. It saves time and labor by eliminating hand mixing—and it saves *soap* by absolutely eliminating the using of undissolved soap particles. The Solutionizer is so inexpensive that manufacturers find it practical to install one in each drum of soap before shipping.

HAVE YOU RECEIVED BOOKLET

describing the new plug type Solutionizer? The reproduction at left is a reduced-size copy of one of its six pages. You may have your copy—without obligation to yourself—by writing today to the Solutionizer Co., 1449 W. 69th St., Chicago.

DO YOU KNOW

Free Sample on Request

the Por-Pail is the most desirable steel shipping container for any product of 1 to 10 gallon quantity

Packaged in the steel Por-Pail your product has a shipping security, pouring advantage and sales appeal that no other container can offer. Here is the proof:

1. *The Por-Pail ships any distance on any carrier without crating or boxing.*
2. *It fills and empties more quickly than any other such drum.*
3. *It is equipped with the biggest pouring nozzle and push-pull spout.*
4. *Its cover is sealed air and liquid-tight in 30 seconds and is pried off as quickly.*
5. *It pours smoothly, quickly and accurately without gulp or splash.*
6. *The cover and its pail may be genuinely lithographed with any advertising display.*
7. *Your customer receives a permanent utility container at no extra cost.*
8. *The Por-Pail is available in 1 to 10 gallon sizes with the full removable and the permanent covers.*

STEEL BARRELS IN ALL STYLES AND SIZES

WILSON & BENNETT MFG. CO.

General offices: 6538 S. Menard Ave., Chicago
Eastern offices: 39 Cortlandt St., New York

Warehouse stock in principal cities

Say you saw it in SOAP!

INSECTICIDE AND DISINFECTANT SECTION

Volume VII, No. 7 July, 1931

Leakage and Evaporation the destroyers of volatile products

HERE ARE DEFINITE FACTS

TWENTY-TWO different products were purchased at retail stores, *contents measured with scientific accuracy,* and compared with the contents as stated on the label. It was found that through evaporation and leakage, the average loss for all 22 products was 11%. Thus, these 22 manufacturers delivered to consumers 11% less than they intended to deliver.

For insecticides particularly, and for any other volatile product, the Williams Kork-N-Seal gives complete and absolute protection against evaporation and leakage no matter how long the product stays on the shelf in the retail store. With Williams Kork-N-Seal, the manufacturer is assured that *he has delivered the high quality product he intended the consumer should have.*

A most complete closure research laboratory is maintained at our plant in Decatur. We invite you to put your closure problems up to us. Without obligation to you, we will make a complete study, beginning with the product on the store shelf and ending with a complete recommendation on how to use the Williams Kork-N-Seal in your manufacturing.

Why not write us now and get the facts concerning the sealing of products similar to yours? If this information and our recommendations are not satisfactory to you, you are not obligated in any way whatever.

HERE ARE THE FACTS

Size Can	Labeled Content cc.	Actual Content cc.	Per Cent Loss in Volume
4 oz.	118.3	102	13.78
32 oz.	946.3	760	19.38
8 oz.	236.5	225.3	4.74
32 oz.	946.3	625	33.95
8 oz.	236.5	174	26.43
8 oz.	236.5	192	18.82
8 oz.	236.5	233	1.48
32 oz.	946.3	905	4.365
8 oz.	236.5	225	4.863
16 oz.	473.1	404	14.61
4 oz.	118.3	108	8.91
4 oz.	118.3	98	17.16
32 oz.	946.3	963	8.8
8 oz.	236.5	225	4.86
8 oz.	236.5	226.5	4.23
8 oz.	236.5	204	13.74
8 oz.	236.5	230	2.75
8 oz.	236.5	228	3.6
8 oz.	236.5	181	23.47
4 oz.	118.3	112	5.09
8 oz.	236.5	222	6.13
8 oz.	236.5	221	6.55

Williams

KORK-N-SEAL

THE CAP WITH THE LITTLE LEVER

WILLIAMS SEALING CORPORATION

DECATUR, ILLINOIS

New York Boston Chicago
San Francisco London Paris

Canadian Representatives:
B. & S. H. THOMPSON & COMPANY, Limited
Montreal Toronto

"IT'S BETTER PACKED IN TIN"

PLAN NOW
FOR GREATER PROFITS
by better packaging..

Don't overlook the sales value of your container in planning your next merchandising campaign. A new package correctly designed, brightly lithographed and strong in utility value, will always help to speed up sales. Investigate the different styles of Containers by Continental—discuss your problems with a Continental representative skilled in "Packaging to Sell."

CONTINENTAL CAN COMPANY INC.

NEW YORK: 100 East 42nd Street CHICAGO: 111 West Washington Street

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Say you saw it in SOAP!

ELKO
Paradichlorbenzene Colorodors

For Deodorizing Crystals and Blocks.

Concentrated combined Perfume and Color Bases, especially prepared for perfuming and coloring paradichlorbenzene in one simple mixing operation. Elko Colorodors are absolutely soluble in paradichlorbenzene, thus assuring a finished product possessing uniformity of color and odor. On account of the superior strength of these Colorodors, half the quantity is required to produce desired results.

For Deodorant Crystals: One-fourth ounce of Elko Colorodor is simply mixed or stirred with one pound of paradichlorbenzene. To each pound of perfumed and colored crystals add ⅛ ounce of Light Magnesium Carbonate and thoroughly mix with same. This addition will assist somewhat in preventing caking of the crystals in shaker cans.

For Deodorant Blocks: Melt your paradichlorbenzene and add the Colorodor in proportion of ¼ ounce to the pound of crystals. Same is then ready to pour into moulds.

Should you press your blocks, perfume and color your crystals as suggested above and they are immediately ready to press. In this case do not add the Magnesium Carbonate, which is suggested only for crystals when sold in that form.

Series P. D. 1

$5.00 per pint.	For high quality products.	$36.00 per gallon.
Aroma des Fleurs (Blue)	French Bouquet (Green)	Orange Blossom (Orange)
Chypre (Green)	Jasmin (Yellow Golden)	Pine (Green)
Eau de Cologne (Green)	Lily Valley (Light Green)	Rose (Old Rose)
Fleur de Mai (Yellow)	Narcisse (Yellow)	Violet (Violet)

Series P. D. 2

$2.50 per pint.	For popular priced products.	$18.00 per gallon.
Carnation (Pink)	Lavender (Lavender)	Oriental (Green)
Cedar-Pine (Yellow)	Lilac (Lilac)	Pine (Green)
Eau de Cologne (Green)	Narcisse (Yellow)	Rose (Old Rose)
Jasmin (Yellow Golden)	New Mown Hay (Yellow)	Violet (Violet)
	Orange Blossom (Orange)	

Series P. D. 3

$1.50 per pint.	For chain store products.	$8.00 per gallon.
Carnation (Pink)	Jasmin (Golden)	Orange Blossom (Orange)
Cedar (Yellow)	Lavender (Lavender)	Oriental (Green)
Chypre (Green)	Lilac (Lilac)	Pine (Green)
Citron (Yellow)	Muguet (Green)	Rose (Old Rose)
Cologne (Green)	Narcisse (Yellow)	Violet (Violet)

Samples Cheerfully Furnished

Address All Correspondence to Main Office and Laboratories

E. M. LANING COMPANY

INCORPORATED

IRVINGTON, NEW JERSEY

Phone
ESsex 2—8433

New York Office
130 Pearl Street

Aromatic Chemicals, Essential Oils and Perfuming Specialties of all kinds for Soaps, Disinfectants, Theatre Sprays, Fly Sprays, etc.

Well Perfumed NAPHTHALENE will sell this season!

Here are two tested perfumes that will cover:

Colorome Series E

BOUQUET NAPHTH W
BOUQUET NAPHTH L

Coloromes can be had with or without color as desired.

FELTON CHEMICAL CO., INC.

599 Johnson Avenue
BROOKLYN, N. Y.

Chicago Office: **1200 NORTH ASHLAND AVENUE**

Say you saw it in SOAP!

POWCO BRAND
Reg. U.S. Pat. Off.

Pyrethrum Products

We invite you to take advantage of our Entomological Department for a test on your finished product.

The most elaborate technique in testing Pyrethrum products may fall far short of its object if the practical side is lost sight of.

Experience has shown that mere theory in handling Pyrethrum will not work to the advantage of the customer.

In our organization it is fundamental that we should know as much about Pyrethrum as is possible, and our research work is planned each year so that the pertinent facts will be carefully investigated. This all-embracing experimental labor has a distinct importance to you, because we explore problems that confront you as a manufacturer.

In buying POWCO BRAND Pyrethrum Products you are the beneficiary of a service that protects your interests because it is a result of our long study of insecticide problems.

JOHN POWELL & CO., INC.

Specialists in Pyrethrum Products

114 E. 32nd Street **New York, N. Y.**

Say you saw it in SOAP!

Why we can guarantee the toxic strength of Pyrocide No. 20

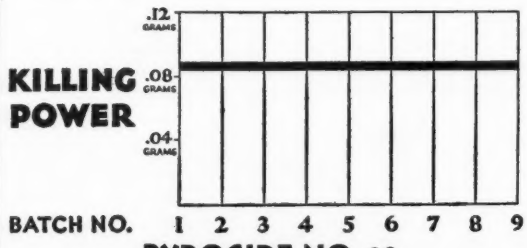
WE CAN guarantee the toxic strength of Pyrocide No. 20 because we use the Gnadinger method for assaying pyrethrum flowers and thereby stabilize the pyrethrin content of Pyrocide No. 20 at 1.8 grams per 100 cc.

The killing strength of pyrethrum flowers varies from batch to batch. Laboratory tests of one hundred samples of pyrethrum showed a variance from 0.38% to 1.21% pyrethrins—and fly sprays made from unstabilized extracts or extracts made by direct percolation from the flowers will vary as widely as the flowers themselves.

But by using Pyrocide No. 20 as a base for your fly spray you absolutely standardize the killing strength of your finished product.

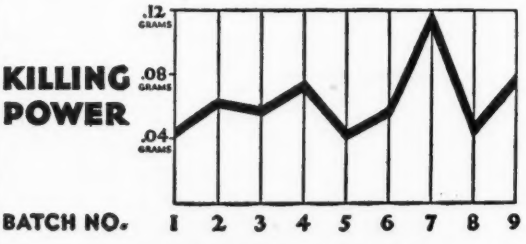
We guarantee that when diluted one part Pyrocide No. 20 to nineteen parts of light mineral oil the result will be a satisfactory insecticide, with a pyrethrin content of .09 grams per 100 cc. Pyrocide No. 20 is guaranteed and labeled to contain 1.8 grams of pyrethrins per 100 cc. It is shipped in steel drums containing 10, 30 and 53 gallons.

We also can supply you with pyrethrum flowers with known pyrethrin content in whole, ground or powdered form. Stock of flowers having a very high content of pyrethrin carried in New York for your convenience.



PYROCIDE NO. 20
(Standardized)

When you use Pyrocide No. 20 as the base for your fly spray or household insecticide, using one part Pyrocide to 19 parts light mineral oil, the pyrethrin content is stabilized at .09 grams per 100 cc.—every batch the same—because the pyrethrin content of Pyrocide No. 20 is standardized.



DIRECT EXTRACTION
(Fluctuates)

When you use pyrethrum concentrate made by direct extraction (and not standardized) the pyrethrin content of each batch of fly spray or household insecticide will vary, as widely as from .04 grams to .12 grams per 100 cc.

Write today, McLAUGHLIN GORMLEY KING COMPANY, 1715 Fifth Street SE., *Minneapolis, Minnesota*

PYROCIDE No. 20
CONCENTRATED EXTRACT OF PYRETHRUM FLOWERS

Say you saw it in SOAP!

Baird's

Certified Coal-Tar Disinfectants

are known and used throughout the world because of their quality, dependability and efficiency. They are supplied only in concentrated form, dilute readily with water to form rich, milky emulsions, which do not separate on standing, and have a good clean odor of tar. Each batch is tested for germicidal strength.

Cresol Comp. U. S. P.

also known as Liquor Cresolis Compositus, U. S. P., is made in exact accordance with the specifications of the U. S. Pharmacopoeia. Phenol coefficient 2½ to 3. Dilutes with water to form clear, amber-colored solutions. Largely used by the medical profession, hospitals and veterinarians.

Crestall Compound

is similar in composition, appearance and odor to Cresol Compound, U. S. P., but prepared from refined cresylic acid as a base. Approximately twice as strong as the U. S. P. product, and very effective in preventing the spread of animal diseases.

Mosquito Larvaecide

A coal-tar product employed for killing mosquito larvae. Effective in dilutions of 20,000 to 40,000 to one. Superior to petroleum oil, as it is not affected by rainfall or wind and does not involve fire hazard.

Pes-Tox Insecticide

of the pyrethrum type, pleasantly scented. Quickly kills practically every type of crawling, flying and hopping insect. Light lemon color. Especially effective when used in the form of a spray.

Pine Oil Disinfectant

A fragrant pine product, made from pure steam-distilled pine oil according to the formula of the Hygienic Laboratory of the U. S. Public Health Service. Mixes freely with water to form good milk emulsions, with pleasant pine odor. Free from mineral oil or other adulteration.

BAIRD & McGUIRE, INC.

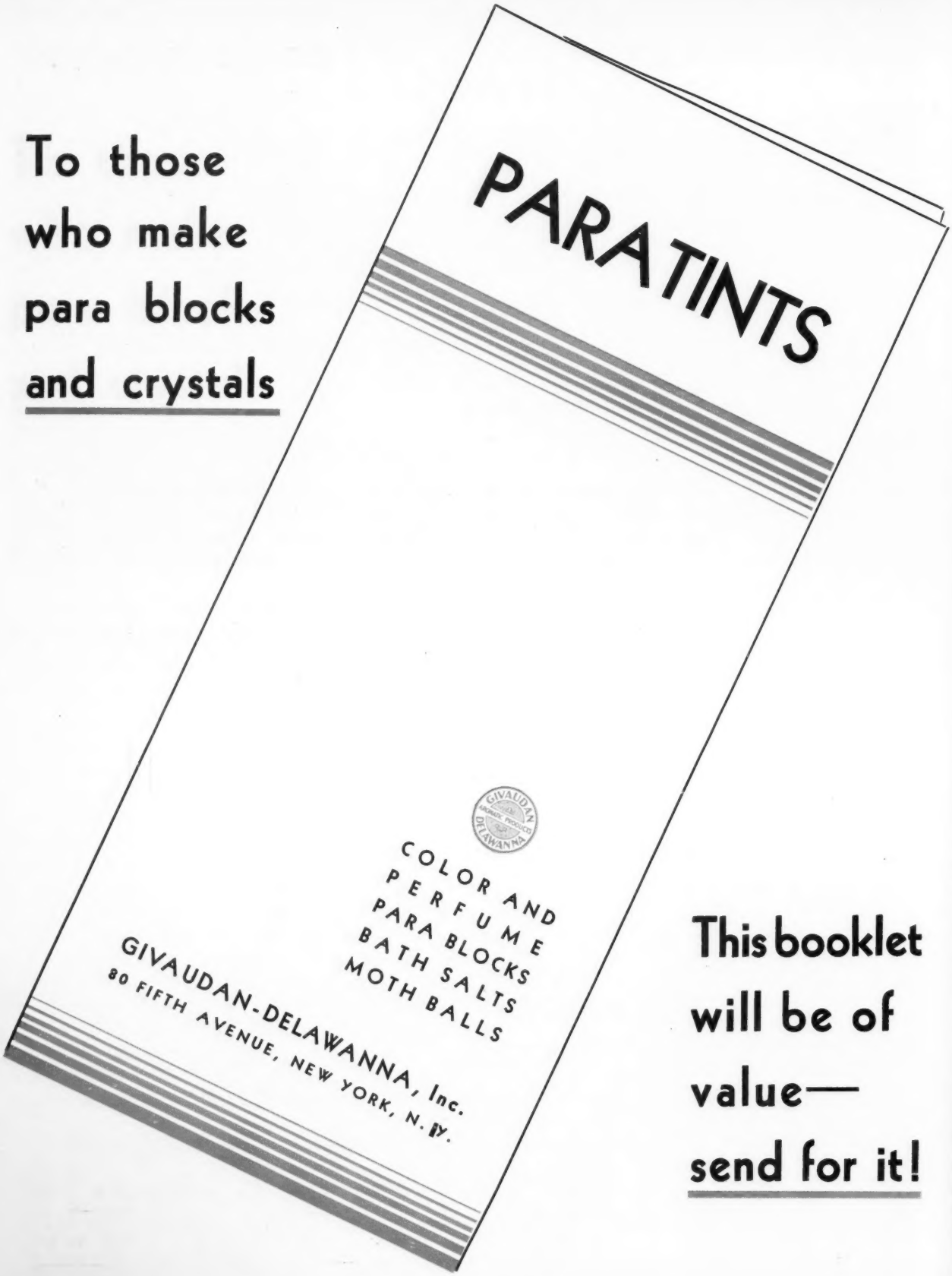
Holbrook, Mass. **St. Louis, Mo.**

New York City and New Jersey Representatives:

Eastern States Supply Company, 136 Liberty St., New York City

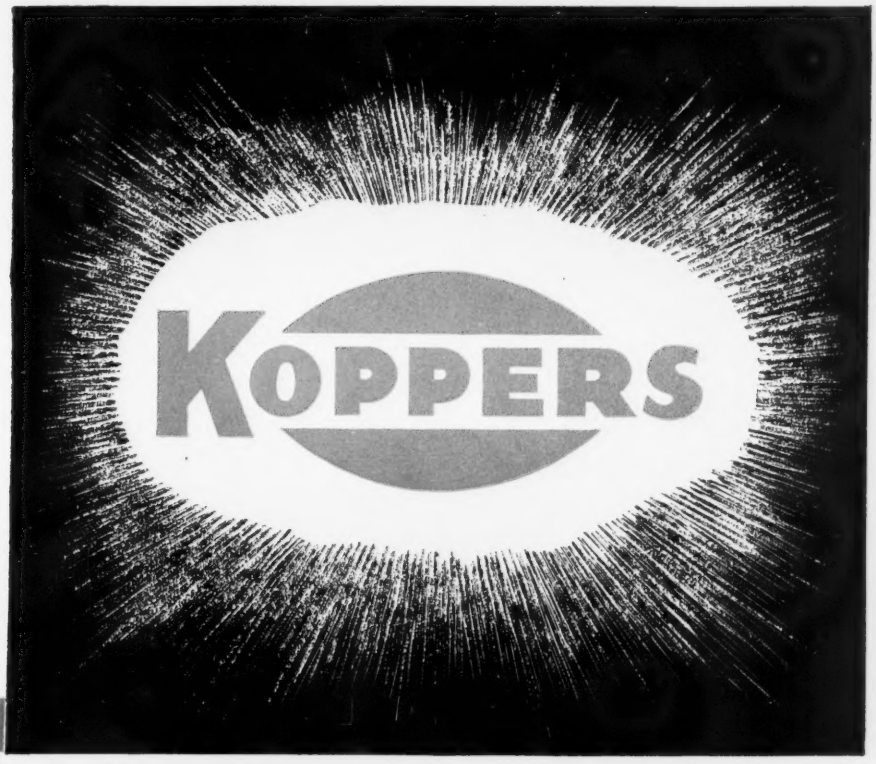
Telephone WOrth 2—3143.

To those who make para blocks and crystals



This booklet will be of value— send for it!

Say you saw it in SOAP!



Coal Tar Disinfectants

Uniform, Reliable, Standardized

Here are five interesting facts for buyers who seek reliable disinfectants, technically compounded:

1. We produce our own raw materials, eliminating serious market fluctuations.
2. Our modern plants and laboratory facilities enable us to meet the most exacting specifications.
3. All our tar acids and disinfectant oils are mechanically chilled, eliminating naphthalene and other sediments.
4. Our Cresylic Acids are free from gassy odors and prepared for technical cresol compounds.
5. Our Standard Cresol U.S.P. is better quality than the U.S. Pharmacopoeia demands.

No order is too small or too large to be assured of our prompt and careful attention.

INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

DISINFECTANTS

COAL TAR DISINFECTANT
(Coefficients 2-20)

TAR ACID OILS

CRESOL COMPOUNDS
(Liquor Cresolis Compositus U.S.P. Cresol Compound Technical)

ANIMAL DIPS

CATTLE SPRAYS

CRESOL U. S. P.

CRESYLIC ACID

LIGHT OIL DISTILLATES
(Benzol, Toluol, Xylol, Solvent Naphtha)

WOOD PRESERVATIVES

AGRICULTURAL CHEMICALS
(Ammonium Sulphate Flotation Sulphurs)

NAPHTHALENE
(Crude and Refined... All Kinds ... Moth Balls... Flakes)

These products can be bought by the can or carload... put up as your own brand... or shipped in bulk.

KOPPERS PRODUCTS COMPANY
CHICAGO PITTSBURGH PROVIDENCE

THE WHITE TAR COMPANY
KEARNY NEW JERSEY

Divisions of The Koppers Company

Say you saw it in SOAP!

Gone are the Days when Cobwebs were Applied to open Wounds

TO THE SCIENTISTS who discovered that certain bacteria cause infection and disease and showed us how to fight and overcome bacteria, we owe our thanks. The first simple rule to follow is to be clean, for many microbes thrive where there is dirt. Insects carry some of these microbes to us; thus if we eliminate dirt, and make war on bothersome flies and mosquitoes, our chances for increasing the average life span are improved.

When made miscible by disinfectant manufacturers, Hercules Yarmor Steam-distilled Pine Oil is a splendid weapon for use against dirt and insects. It increases the efficiency of disinfectants, deodorants, and insecticides, and it is uniform, pure, and pleasant to use.

NAVAL STORES DEPARTMENT

HERCULES POWDER COMPANY
INCORPORATED

961 MARKET STREET WILMINGTON, DELAWARE

Branch Offices: Birmingham Chicago New York St. Louis Salt Lake City San Francisco

NITROCELLULOSE . . . ALPHA TERPINEOL . . . STEAM-DISTILLED PINE OIL . . . COMMERCIAL ABIETIC ACID
STEAM-DISTILLED WOOD TURPENTINE . . WOOD ROSIN . . ETHYL ABIETATE . . COTTON LINTER PULP

Please send me a sample of Hercules Yarmor Steam-distilled Pine Oil.

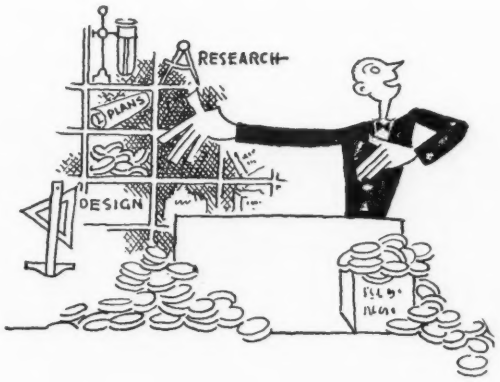
Name_____ Company_____

Street_____ City_____ State_____

QQ-12

Say you saw it in SOAP!

• COME TO CLOSURE HEADQUARTERS •



for

COMPLETE

CLOSURE SERVICE

"COMPLETE"... a big word, and a big claim to make. But of real importance to the user or prospective user of glass containers.

• If we were merely selling caps we would not need our elaborate research laboratory to make special tests for those interested in determining how a particular product can best be packed and sealed. We wouldn't need an art department to provide service in designing containers, labels and lithograph of caps. We wouldn't even need fifteen different types of caps, ensuring every customer just the right one for his particular product, package, or pocketbook.

• Maybe there are other things we could dispense with if we did not care about making our service *complete*, but...

Another World Famous Brand Goes Anchor Amerseal

• Since we *do* maintain complete service why not take advantage of it? Put up to Anchor any question you may have, or problem that is troubling you, or the idea you may be considering. It doesn't have to be about closures necessarily. Anything relating to packaging in glass containers.

• Our vast experience has covered all phases of the glass container field—for over a quarter century.

• Specific requests for information will receive careful and immediate attention. Or, if you prefer, just leave it up to us—send us one of your present packages, and let us make recommendations for their improvement.

Anchor Cap & Closure Corporation
Long Island City, N. Y. Toronto, Canada
Branches in all Principal Cities

Anchor CONSUMER-APPROVED CLOSURES for every Packing Need

Say you saw it in SOAP!

van Ameringen-

Water Soluble Perfume Oils

We have an improved line of water soluble perfumes designed to meet the demand for non-alcoholic theatre sprays, household sprays and other preparations not containing sufficient solvent to permit the use of ordinary oils.

These water soluble oils eliminate the difficulties found with most similar preparations. They contain no alcohol or other solvent to affect varnished surfaces, nor do they have the excessive soapiness characteristic of so many water soluble perfumes, which causes the finished spray to leave a thin soapy deposit on everything when it is used.

The odors are exceptionally strong and pleasing. We suggest the use of 8 ounces to the gallon for theatre sprays. For other purposes the proportion may be varied to suit the requirements. In many cases as much as one pound to the gallon may be used without much cloudiness, if desired.

A few of the odors available are listed below:

	Pound		Pound		Pound
W.S. Chypre	$1.00	W.S. Cashmere	$1.50	W.S. Bouquet C. No. 5	$1.50
W.S. Rose No. 1	2.25	W.S. Orange	2.00	W.S. Bouquet Q. F.	1.50
W.S. Lilac No. 1	1.50	W.S. Lavender	1.25	W.S. Bouquet d'Amour	2.25
W.S. Perrol	2.50	W.S. Jasmin	1.50	W.S. Bouquet Christmas	1.75
W.S. Bouquet de Fleurs	1.25	W.S. Lily	1.50	W.S. Bouquet Sharima	2.00
W.S. Mint	1.00	W.S Gardenia	2.25	W.S. Bouquet Oregon	2.00

van Ameringen-Haebler, Inc.

Aromatic Essentials

315 Fourth Avenue, New York
180 No. Wacker Drive, Chicago
619 Clark Avenue, St. Louis
42 Wellington Street, E., Toronto

Factory, Elizabeth, N. J.

Haebler, Inc.

20 fine new odors for Para blocks

$1.50 per lb. and up

Colors right in the oil if you want them.

Rose Lilac Violet Orange Blossom Bouquet Oriental Cedar
Pine Jasmin Carnation Lavender Mint New Mown Hay

Send for samples. See for yourself how our oils improve your products.

For the new season—try our FLY SPRAY oils. Made especially for spray use. Jasmin, New Mown Hay, Orange Blossom and Bouquet 118 are popular. Many others. Send for Samples.

van Ameringen-Haebler, Inc.

Aromatic Essentials

315 Fourth Avenue, New York
180 No. Wacker Drive, Chicago
619 Clark Avenue, St. Louis
42 Wellington Street, E., Toronto

Factory, Elizabeth, N. J.

Say you saw it in SOAP!

Baird's

Certified

Disinfectants

of coal-tar are so named because every lot is tested and certified to by independent analysts, thus insuring to the buyer a guarantee of quality and strength. A copy of the bacteriological certificate will be furnished whenever requested.

The name BAIRD'S on a container of disinfectant means not only that it is a certified product, but one which represents over a quarter of a century of manufacturing experience and technical skill . . . insuring uniformity of composition . . . unformity of quality . . . uniformity of result. BAIRD'S Certified Disinfectants dilute readily with water to form rich, milky emulsions.

Whether your disinfectant requirements are large or small, or whether the coefficient is two or twenty or any intermediate strength, let us figure with you. Samples will be submitted for your inspection, and we will be glad to give you the benefit of our many years of experience as specialists in this line.

Cresylic Acid **Animal Dips** **Household Insecticides**

Made Right—Priced Right

BAIRD & McGUIRE, INC.

Manufacturers of

Baird's

Certified Disinfectants and Quality Sanitary Products

HOLBROOK, MASS. **ST. LOUIS, MO.**

New York Representatives
THE EASTERN STATES SUPPLY COMPANY
136 Liberty Street Phone: WOrth 2—3143

Warehouse stocks at convenient points throughout the country.

Say you saw it in SOAP!

INSECTICIDE AND DISINFECTANT SECTION

A Department of SOAP

SOAP is official publication of *The Insecticide and Disinfectant Manufacturers Association.*
Harry W. Cole, Holbrook, Mass., Secretary.

Liquid Insecticide Bases

THE relative importance of the characteristics of the petroleum base used in a liquid household spray is in our opinion not appreciated by the average insecticide manufacturer. We believe that the insecticide manufacturer and the manufacturer of the petroleum have but a very limited knowledge of the purposes behind the product with which they are dealing. Insecticide makers aiming to cut their costs are in some cases using ordinary run of kerosene. Others in order to secure quick evaporation and a minimum of staining, are employing a solvent which is much too volatile and light to secure effective results. Invariably poor effectiveness of a liquid insecticide is blamed by the manufacturer on the quality of the pyrethrum, when in reality, preliminary investigations have shown that with the best grades of pyrethrum, high killing effects cannot be secured where the improper solvent is used. This is especially true if the gravity of the petroleum be too low.

Of course, in the fire regulations of many sections of the country, the average insecticide maker has something of a safety limit in a sense. At the same time, even though there may be these limits to the gravity on the low side, there are numerous products on the market which are outside the range of greatest insecticidal effectiveness on both sides. The first findings of some recent research, the results of which we hope to have the privilege of publishing in the near future, indicate that there is a very definite and narrow range wherein petroleum distillates fall which make suitable bases for liquid insecticides.

Until such time as more detailed facts are available, it might pay insecticide manufacturers who are using any kind of a petroleum base they can secure at a price, to look into this question. Maybe the pyrethrum or the extraction are not the cause of the trouble. At least, it is possible to use a solvent which is claimed to be made especially for an insecticide base until we know more about the whole subject. There is no excuse under any conditions to use regular "run of mine" kerosene.

—o—

It is with sincere regret that we announce the death on June 23 of Ada Cromwell White Cole, wife of Harry W. Cole, secretary of the Insecticide & Disinfectant Manufacturers Association.

—o—

Selling The Idea

AS was pointed out at the recent convention of the Insecticide & Disinfectant Manufacturers by the Chairman of the Disinfectant Committee, the real need of the disinfectant industry today is to sell the idea of disinfection to a greater part of the American people. He stated that most disinfectant manufacturers are content to supply the current demand without giving any thought to an organized effort to increase that demand. He pictured manufacturers competing for a limited amount of business and giving all their efforts to this competition, when they should be concentrating these efforts to increase

(*Turn to Page* 123)

The Insecticide *and* Disinfectant Manufacturers Association

OFFICERS

President.....Dr. Robert C. White
Robert C. White Co., Philadelphia

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Membership

Active—Open to manufacturers and wholesale distributors of disinfectants, germicides, deodorants, insecticides, liquid soaps, polishes, and allied products. Dues—$75.00 per year.

Associate—Open to firms supplying raw materials, containers, equipment, etc., to the membership. Dues—$50.00 per year.

For further details, communicate with

INSECTICIDE & DISINFECTANT MANUFACTURERS ASSOCIATION
Harry W. Cole, Secretary
HOLBROOK MASS.

Notes of the Trade

Willoughby M. McCormick, president of McCormick & Co., foresees a general improvement in business conditions after an eight weeks trip which took him on a tour of inspection of the McCormick branch offices throughout the South and West.

—o—

William Peterman, Inc., New York, has removed its offices to 110 Washington Street. The telephone numbers are now WHitehall 4-5936 and 5937.

—o—

Dorothy Mae Selig, daughter of Simon S. Selig, president of Selig Company, Atlanta, was married on June 25 at the Temple in Atlanta to Lyons Barnett Joel, II. A reception and dinner following the ceremony were held at The Standard Club of Atlanta.

—o—

Lowell Sprayer Co., Lowell, Mich., has just issued a thirty-two page catalog describing its sprayers. Of particular interest to makers and users of household insecticides are the numerous models of standard, continuous, compresed air, and mouth type sprayers. Lowell Sprayer Co. markets a complete line of sprayers, and has had over thirty years of manufacturing experience.

—o—

William Peterman, Inc., New York, makers of "Flyosan," are sponsoring a radio program over the National Broadcasting System every Wednesday evening from 7:15 to 7:30 P.M. The "Flyosan Entertainers" consist of a pianist, a singer and a saxophonist.

—o—

Geuder, Paeschke & Frey Co., Milwaukee, has introduced a new type pouring container called the "Pour-Klean." With the container is supplied a pouring spout which telescopes inside the container top during shipment. The container is available with either closed or removable top.

—o—

J. H. A. Fink, export manager, John Powell & Co., New York, is leaving July 25th on an extended business trip through South America. Mr. Fink's itinerary will include Brazil, Argentina, Chile, Peru, Colombia, Venezuela, and Panama.

—o—

Belgian Trading Co., New York, essential oils and aromatics, has moved to new and larger quarters at 16 East Twelfth Street, where facilities are available for a more completely equipped laboratory.

The Value Of Cost Systems

By E. F. RUMPF*

National Assn. of Cost Accountants

THE subject of cost accounting is a little bit complicated, when considered from the aspect of details of cost accounting. I will attempt merely to discuss only one or two problems of business and the relation of these problems to cost accounting, at least in so far as an aid to the solution of these problems is concerned. The increasing complexity of business in the past twenty-five or thirty years has given rise to a new type of problem, in the solution of which executives have felt an increasing need for more information than could be obtained from the regular accounting records. In other words, it has been necessary to take a closer view of business than merely the broad aspects of profit-taking. Cost accounting has arisen logically to fill this need.

The purpose of cost accounting, or rather its chief objective, is to determine the changes that occur in the course of the manufacture of the product. We think that is more important at this time than at any other time in the past thirty or forty years, as it has a direct bearing upon one problem about which we have heard a good deal of discussion here today, the question of price, price-cutting, and changes in price. It must be fairly obvious that a firm which does not have an accurate knowledge of what its products cost cannot jump back and forth in this price-cutting situation in which we all find ourselves, or hope to work out a profit unless its product was priced wrong in the first place and it started with entirely too much margin though it was not known to them.

What cost accounting does or attempts to do is to furnish the management with accurate information regarding every phase of the manufacture of a given product. Therefore, when management is considering reducing a price it is able to find out two things: First, whether or not the price can be reduced to meet that of a competitor and be sold at a profit; second, whether or not the increase in volume as a result of such price decrease will have an effect upon the cost that will still enable the company to sell on a substantially lower price and make a profit.

Another aspect of cost accounting pertaining to sales that has not been given sufficient consideration is the question of the actual cost of sales themselves. I have seen a great many instances in which a firm looked at the cost of their sales in the aggregate, and an analysis of the accounts surrounding the cost of selling showed the fact that perhaps 20 per cent of the sales were requiring 80 to 90 per cent of all the cost of selling involved. An accurate cost system reducing this cost of selling each individual unit or each group of units to a certainty would have obviated such an error.

Another problem that is constantly having close attention is the problem of increasing production efficiency without increasing the cost. It must be fairly obvious that without an accurate knowledge of the changes in manufacture and the cost of those changes it is impossible to direct intelligently the factory operations without danger. If you have an actual knowledge of the cost of all of the elements in your product, if you know what the material cost is, what is the labor cost, what the indirect costs are, pertaining to each individual item that you are making, you know then that you can select certain items upon which to concentrate. You will know one year as against another, if the efficiency in production is increasing or decreasing. If there are ten operations in the course of manufacture of a given product and you find that at the end of a year or two operation No. 3 and No. 7 show a substantial increase in cost over the period just preceding, you will know that in those two departments there is an inefficiency. You can then find whether that is due to the manner of supervision, personnel, or handling methods, or what not.

THE construction of a cost accounting system is often felt to be exceedingly complicated. I know of no subject about which there are more misconceptions than cost accounting. The average executive thinks of the cost accountant as a fellow who produces periodically, usually three to eight weeks after the period is passed, a large volume of figures which no one but himself can possibly figure out to anyone's advantage later. I think the reason for that is that cost accounting does deal largely in detail. In order to be a good cost accountant, a man must have a good detail mind and a good conception of details.

The whole principle of successful cost accounting hinges upon the specific allocation of expen-

* Before Insecticide & Disinfectant Mfrs. Assn., Chicago, June, 1931.

Insecticides that *Sell* consistently because they *Kill* consistently

As Hopkins' Insect Flowers are gathered, milled and tested, they bring to every package of your finished product the UNIFORM run of HIGH KILLING POWER that builds up your sales and keeps them growing

HOPKINS'
(Oven Dried)
Analyzed RED-RAT-SQUILL
Physiologically Tested

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Made Exclusively from the CLOSED DALMATIAN PYRETHRUM FLOWERS

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ditures to given units, and obviously a tremendous amount of detail is thus created. From management's point of view, however, the conception of cost accounting is only valuable in so far as it carefully and briefly summarizes and interprets for management. We feel, for example, that the executive has no business in getting any of the detailed statements supporting the annual or actual costs. We think that the cost accountant should be selected for his ability not only to direct his department, but to interpret those results for management, or at least present the problem that can be determined as a result of considering these costs, so that management can then issue the necessary instructions and direct its activities to correct conditions that are thus discovered.

Cost accounting has one fundamental weakness in the mind of the average executive, and that is the unusual amount of time that is required to get results that have a bearing upon broad views. In other words, without a picture of the transaction over a period of time, it is difficult to form sound conclusions as to the causes of conditions that are represented. Therefore, the average executive is exceedingly impatient and difficult to start on a cost accounting system. He looks at the basis of it and sees the type of thing that it will do well enough, and agrees in principle that cost accounting is a desirable thing, but he says, "It will be eight to ten months before this does me any good."

That conception has been changing rapidly during the past year and a half. Executives realize that they can no longer correct their businesses with as little information as they have been furnished up to this time. I think that the next ten years will produce more real information regarding costs than we have had up to this time, and I think that the average man will make himself become cost-accounting-minded in that he will be able to interpret costs as he should, and that he will insist upon having more and more accurate costs, not only for his own purposes but so that his executives under him can control the activities of the business.

THE greatest item in direction or control that an executive can possibly have at his disposal is an accurate and scientifically constructed system of cost accounts. There is nothing particularly complicated or difficult about cost accounting. A great deal of hokum has been built up about it, but essentially it is merely the translation of your operation policies into figures. A cost accounting system, properly constructed, depends entirely upon the variety of the business. Essentially, there is little difference between cost accounting systems, and what differences there are arise not as a result of difference of results between businesses at all but they arise as a result of the varying needs for technical information that one business has against another.

If the operation of a particular business is simple, if the product is relatively simple, and the operations themselves are varied, obviously it is a waste of time and money and effort to attempt to put in a complicated cost analysis. However, in the cost of manufacturing a highly complicated product, they may find that one operation out of fifty in the course of manufacture is producing an unwarranted and very high share of the cost. Many companies reject items which they could profitably make and go on making items blindly and lose money simply because they do not know what the component parts of the cost of those items are.

IT is not wise or necessary to discuss the complex methods of attempting to install cost accounting systems. The accountants themselves deal with those. The only plea that I should like to make from the standpoint of management is this: Executives by and large ought to give cost accounting a trial. They ought to understand that they do not have to work through all of the details themselves. In order to have a properly operated cost accounting system in their businesses, what they should seek for is the type of man directing their cost accounting who can act as a veritable comptroller of certain phases of the business. I think if the executives will take that point of view and look at cost accounting as a tool or a means through which real information about the business, pertaining to its policies and methods and procedures, is produced, then I think we will have an even greater acceptance and much better results with cost accounting.

—o—

The ideal antiseptic is one which will cause the greatest possible damage to the infecting bacteria with the minimum danger to the cells of the host. Soap and water are together somewhat germicidal apart from their mechanical effects; their effect should be enhanced to some extent by the incorporation of coal tar products. Mouth washes and gargles are largely mechanical in their action, the most effective being active hypochlorite solutions, phenol preparations doing too much damage in effective strengths. Thymol and menthol are also useful in oral hygiene. Gargling should be continued for ten minutes, as the use of gargles for a few seconds serves no purpose. Five-volume hydrogen peroxide is useful in lacerated wounds and is a good haemostatic. Phenol solutions, lysol and mercury salt solutions produce coagulation which decreases their value. *Pharm. Journ.* 126, p. 458.

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Say you saw it in SOAP!

What Are the Needs of the Disinfectant Industry?

BY HENRY A. NELSON*

WHEN the secretary of our association asked me to prepare a paper on what I sensed to be the needs of the disinfectant industry, I rather hesitated to accept, realizing full well the size of such an assignment and the difficulty of making constructive suggestions. Pondering over this, it became more and more clear to me that unless each member is willing to put his shoulder to the wheel, no association can function properly and so I consented to express my views in the hope that it may lead to a fuller discussion of the problems confronting the industry. At the start permit me to state, that I am merely giving you my own views, which may or may not be those of the other officials of the company I am associated with. I am speaking entirely as an individual member of the industry.

That there are numerous problems to overcome every one here will agree but before we can begin to seek a solution, it is necessary to know what they are. Surely there is no lack of knowledge among our members as to making dependable products. I am inclined to believe that the inferior products on the market today are there merely because some shortsighted folks have seen an opportunity to bring prices down by offering inferior goods purposely, to the detriment of the entire industry. No one will gainsay the fact that margins of profit are unsatisfactory today, but it requires real courage to insist upon prices which will bring a reasonable return upon one's investment. More about this a little later.

LET us, for the moment, look at the picture of several years ago. When disinfectants first came into use, their markets were apparent to nearly every one. Houses had damp, musty-smelling cellars; saloons were regularly disinfected; horse stables were all around us with their objectionable odors; dirt and litter was to be found in dark corners of stores and public buildings, while toilet rooms offered a great opportunity for the sale of disinfectants. With modern construction, light and air became a prime requisite. The effect of sunshine on germ life was emphasized. Cleanliness through the use of soap and water was advocated, and even though soap and water do not and cannot take the place of disinfectants, they have influenced many a buyer to curtail his purchases of disinfectants.

Makers of cleansing materials claim disinfecting properties for their products whether true or not, and we of the disinfectant industry have let them get away with it without challenge. Gradually various products possessing no disinfectant qualities at all are being substituted for real disinfectants and sales of our own legitimate products suffer accordingly. Nothing but concerted action on the part of our association and its individual members can now change the attitude of the public toward disinfectants and convince them of their need for our products. Manufacturing problems have been solved and improvements are constantly worked out by scientists within our industry. It is the merchandising part of our business which needs a complete overhauling.

THERE are, within our own organization, two distinct groups of people interested in disinfectants. On the one hand, we have those members who manufacture for the jobbers only and whose identity is lost to the consumer. On the other hand, we have those members who either manufacture their products or buy them and sell to the consuming trade under their own names and brands. Neither of them at present, with one or two exceptions, has any outstanding merchandising program.

Let us admit, as a starting point, that the market for disinfectants is not as clearly visible as it once was. How then, can this situation be changed when cut-throat competition is being used as the most productive sales weapon just now? Manufacturers in the first category sell their products to jobbers at prices which barely cover their cost of manufacture and overhead. They cannot now afford to send their personal representatives into the territories but must depend upon mail sales work entirely and so miss the opportunity of cementing friendships and discussing mutual problems afforded only by frequent personal visits. This situation is aggra-

* Vice-pres., Chemical Supply Co. Before Insecticide & Disinfectant Mfrs. Assn., Chicago, June, 1931.

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No machinery or apparatus required to make an insect spray. Mix 1 part with 4 parts of kerosene, perfume—mix, stir and you have a spray of standard strength representing 1 lb. of flowers to the gallon.

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INSECT POWDER--ALL GRADES

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vated by the fact that suppliers of raw materials encourage jobbers to make their own products even though a little investigation would reveal that no worthwhile saving would result.

I do not know of any one manufacturer selling to the jobbing trade only, whose profits on his sales will enable him to do real constructive sales work on a large scale. Even were he to make considerable capital investment in advertising or sales promotion work, he still would make little headway because of the present jobber attitude of demanding lower and lower prices, and evident lack of cooperation on their part.

MANUFACTURERS who sell to the consuming trade must again be divided into two classes. First there are those who sell the bulk of their products in household packages through dealer outlets. I know very little about their problems, but have seen several of their advertisements in national magazines and congratulate them upon their aggressiveness.

Second, there are those manufacturers or jobbers who reach the bulk consumers, such as hotels, hospitals, institutions, etc. They, too, find their margin of profit dwindling and in despair sell disinfectants at any prices obtainable. Aside from having their salesmen make personal contacts, little constructive efforts are made, and in a number of instances salesmen themselves are not as well informed as they should be to present their wares intelligently.

It would be interesting to know how many of these manufacturers or jobbers have studied the needs of their prospective customers and are prepared to submit a written report to them showing just how the use of disinfectants would be a real investment, rather than an expense, in promoting better health, avoiding costly delays from illness of employees, and more sanitary conditions throughout the plant, hospital or institution.

How many industrial magazines and other publications to bulk users carry advertising on disinfecting? Not many, you will agree. How many of you manufacturers or jobbers selling direct are using direct mail to increase your sales, to strengthen your salesmen's calls, and to keep the buyer aware of your existence between salesmen's calls? I have pointed to some of these things in an article which appeared in the April issue of *Soap*, our official publication, but repeat them here because they have a vital bearing upon the success of the business of each of us.

MANUFACTURERS and jobbers today face as their major problem the necessity of making the public germ-conscious, and the task is much the same as that so well done by our members who are primarily interested in insecticides. Less than 10 years ago, sales of fly sprays and moth sprays were few and far between. Today those insecticides are sold in ever-increasing quantities. What brought this about? Newspapers, magazines, posters, billboards, radio programs, and what not make the public insect-conscious,—and sales of insecticides are on the upgrade. I am well aware that the large organizations who make insecticides sell them nationally, have the money and can afford to invest without depending upon immediate profits. I also know that the results of the use of insecticides can be demonstrated before people's eyes and are immediately apparent. To show the need of disinfectants may require a different procedure, but surely the medical profession can supply us with the facts we need and even biblical history during the ten plagues will give us data showing the loss of life brought about by germs and bacteria.

The views which I have set forth do not cover all problems confronting us. They may, perhaps, serve as a basis for further discussion of this timely topic by the membership. Certain it is that existing evils will not right themselves. Procrastination and delay will only make matters worse. The time for serious consideration is *now*.

—o—

According to experiments and tests described in the *Bulletin of the Imperial Institute*, Vol. XXVIII, No. 4, January, 1931, the conclusion is drawn that neither the commercial grade of pyrethrum flowers nor the locality in which the plants were grown can be accepted as giving an accurate criterion of the effectiveness of the product against insects. Tests with the powdered achenes showed them to be more effective than the disc florets and the latter more effective than the receptacles. These investigations seem to indicate lack of foundation for the previously generally accepted opinion that the effectiveness of pyrethrum powder depends on the degree of maturity of the flowers from which it is made. Powder made from closed flowers has been considered the most effective and that from open flowers the least effective. It has also been stated that the powder from Japanese flowers is less effective than that of flowers from Dalmatia. The present investigations would indicate that the difference in value of various commercial grades is not justifiable on grounds of toxicity.

—o—

Technical Color & Chemical Works, Brooklyn, has secured a consent decree in the Supreme Court of Kings County, New York, restraining Dr. Leo Simon from imitating its "Red Devil" automobile polish. It was charged in the original complaint that the defendant was marketing an auto polish bottled, labeled and wrapped in red cellophane paper, in a manner imitative of the "Red Devil" package.

The Original Fly Spray Perfumes

BOUQUET No. 77

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On request we will send an interesting leaflet fully describing perfumes for deodorizing crystals or blocks, fly sprays and theatre sprays. Samples of these products will be furnished on application.

INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

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Label Coefficient Statements

Verbatim Report of Discussion at Chicago Insecticide and Disinfectant Meeting

FOLLOWING the delivery of the report of the Disinfectant Committee at the Chicago meeting of the Insecticide & Disinfectant Manufacturers Association by Peter Dougan, chairman, considerable important discussion followed by the membership regarding the statement of phenol coefficients on disinfectant packages and the attitude of the Department of Agriculture authorities thereto. (Complete report Disinfectant Committee, see *Soap*, Vol. VII, No. 6, June, 1931, pg. 101.) The discussion as reported by the official stenographer, was as follows:

Chairman Stone (Evans E. A. Stone, William Peterman, Inc.): There was a second topic brought up in Mr. Dougan's report that had to do with the attitude on the part of the government in regard to the standards of disinfectants, and it would seem to me that before we have any discussion from the floor we might ask Dr. McDonnell if he would state the attitude of the government on that question.

Dr. McDonnell (Food & Drug Administration): With reference to the phenol coefficient on labels, if the label calls for 2 to 3 or 3 to 4, the government takes the position in general that it is misleading to the consumer, for the reason that if the coefficient of the disinfectant falls as low as the minimum stated on the label, that is all that can be depended upon in making dilutions for its use. Of course, it would seem that if a manufacturer claimed a phenol coefficient of 2 to 3, and the coefficient went to 3, as it often does, rather than to 2, or if the average of a series of determinations should be 2.5, that was a correct statement. I think perhaps it is a correct statement, but as I say, in using disinfectants where the dilution is based on the coefficient, if the coefficient may fall to the lowest figure stated, that is all that the consumer can actually depend upon in making his dilutions for use. That is, as I have said, the primary reason for the attitude that we think it is misleading and on that account is objectionable.

Mr. Henry Nelson (Chemical Supply Co.): On this same subject, one thing has occurred to me at this particular moment. The reason a different coefficient is stated, 2 to 3, or 4 to 5, is primarily because our merchandise comes under government supervision. If that were not a fact, we would say it was either 3 or 5. The reason for that difference is that we have different shipments of tars and oils, and we do not always get the same percentage of phenols in tars or oils, so each different batch may not always have exactly the same phenol coefficient. Naturally it takes time to make a phenol-coefficient test, and if a customer were to be held up for the coefficient test, we would either have to have large storage charges or else held-up shipments and have a slower turnover. of course. That is why at one time, our own company asked and got permission from the Government to state the coefficient in those varying figures. It was at that time granted. We were not taking the coefficient at the lowest point by any means. but we put the lowest point down there so as to be absolutely safe in the event a certain batch were ever picked up by the government, that it would be within the limit. That is why I really think that by making the lowest figure on dilutions, we manufacturers might do ourselves an injustice.

Dr. George Reddish (Lambert Pharmacal Co.): Mr. Chairman, there must be a reason as manufacturers claim for say a 3 to 4. He just mentioned one of them. I think the reason this method of expressing coefficients has come about is because the phenol coefficient test itself is just a little variable. Take this matter from two standpoints: First, from the standpoint of the manufacturer, and second, from the standpoint of the government. In the first place, a manufacturer sends the product out to be tested at a laboratory. The laboratory after testing it says it should be marked 3 to 4. He would get a test of maybe 3.3, the next day he might get a test that was 3.7 or 3.8. Of course, the average of two or three tests would come around to 3.5. Whether or not it is justifiable, I think that is the reason the manufacturers do claim from 3 to 4; because their laboratories give them tests of between 3 and 4.

On the other hand, that doesn't justify claiming the maximum. I agree with Dr. McDonnell, that in so far as the public is concerned, they should not be misled in using dilutions based on the maximum when half the time the actual coefficient would be lower. I know that in our own work, we have never tried to claim the maximum for ordinary, ethical business reasons. We have laboratory results in our files to show that we are claiming about one-third of what some of the laboratories impute to us. We think it is good business ethics to claim the minimum figure. I think that Dr. McDonnell is absolutely right in saying that the figure claimed should be the minimum figure, and it would certainly simplify phenol coefficient tests. I know in the ordinary laboratory making coefficient tests, the tendency is to give the manufacturer both tests, a low test and a high test, leaving it up to the manufacturer to pick out the one he wants. That, of course, has certain dangers. I think by all means we should agree with the Government's attitude, and put on the label only the lowest coefficient figure obtained.

Mr. Peter Dougan (Merck & Co.): In considering this question, I think it is well to realize that the Food and Drug Administration looks on this matter from a legal viewpoint and that the scientific man views it from just a little different angle. I am just going to ask if it would be possible to have a personal expression, not from the Department, but from Dr. McDonnell. We will say a man has decided to make and market a disinfectant with a coefficient of 3, that he meets the government requirements, that the figure should be 3. It is known, of course, to Dr. McDonnell and his co-workers that there is a variation in the results that come from almost any kind of test. It is somewhat the general idea, I will not say an accurate idea, that if the test varies 10 per cent up or down, it is sufficiently accurate to justify the figure that is claimed. Putting the proposition on that basis, we will say that the man is marketing a disinfectant with a coefficient of 3, and under tests which are verified on the work done by his own laboratory workers, he goes ahead. A specimen of that product is picked up by one of the Government inspectors and sent to Washington.

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If they made a test and the coefficient turned out, under their test, to be 3.3, that would be all right because it was above the claimed coefficient of 3. But suppose the coefficient were 2.7, that is, 10 per cent less than the claimed figure? Would the Department consider that that was sufficiently accurate to warrant the claimed coefficient of 3? Would that percentage be accepted in the variation that is allowable in making a test?

Dr. McDonnell: The limitations of the method would of course not be closer than 10 per cent. We could not go beyond that. We would have to admit that that variation would not be allowed. We would not have any standing at all in court. We couldn't. If the method was not accurately closer than 10 per cent and the result was over 10 per cent off, we could not get anywhere in considering that.

Mr. Dougan: Then, in that case, the manufacturer taking all precautions in making that bacteriological test in order to justify his coefficient and hitting for 3, say, would be all right if a specimen were taken and showed a coefficient of 2.7, 10 per cent less, but if the test at Washington showed that it had a coefficient of 2.1, that would be misbranded?

Dr. McDonnell: Yes.

Mr. Dougan: I have taken 10 per cent variation because I said that was a general rule more or less in comparing one test with another in our industry. Maybe 10 per cent isn't the right figure as applied to disinfectants. Perhaps someone else might have something to say about that.

Dr. McDonnell: About that 10 per cent, I am not admitting that 10 per cent is the proper limit, but whatever it may be, we would take it into consideration the same as we do in the temperature examination. If the chemical determination method is not possible of anything closer than 5 per cent, say, we could not demand anything more accurate than that. While I am up on my feet, may I say that we have examined a great many disinfectants on the market, and while in some cases where a coefficient of 3 to 4 is claimed, for example, there are cases, after examining a large series of samples, where the average will be 3.5. On the other hand, there are a great many cases where the average will come very much closer to the lower figure than to the mean of the two figures, and then there is the claim sometimes to a coefficient of 2 to 4, which is rather unreliable, I think, or 4 to 6, which is worse than 3 to 4 or 5 to 6, or one point difference.

Dr. Emil Klarmann (Lehn & Fink Products, Inc.): Mr. Dougan seems to believe that when taking the phenol coefficient with a certain latitude, there is a different viewpoint to be taken. I think this whole question should be regarded from a legal standpoint and from a scientific standpoint. Without professing to know very much about the law, I do not believe that there is any difference in this particular instance. To me it is very simple. In speaking of the latitudes of the phenol coefficient tests, we must consider the scientific angle that it makes a great deal of difference. You say that it is 1 to 2 or 2 to 3 or 2 to 4. Of course, we take for granted that the manufacturers of disinfectants realize the relationship between a concentration and the time during which the solution accomplishes its results. Even though it may be a little technical, let us consider a comparison of a phenol coefficient of 1 to 2 and one between 10 and 11. You have a phenol coefficient of 1 to 2. That may mean that a compound with a phenol coefficient of 1 will kill *B. typhosus* in a solution of 1 to 18 in 10 minutes. A phenol coefficient of 2 in a compound will kill *B. typhosus* using a solution of 1 to 11 in 10 minutes. If you say 1 to 2 and you are going to make your dilution with a phenol coefficient of 2, the user will have a solution of just half the strength required. As a result, the killing will not take place in 10 minutes, as ordinarily expected and desired, but it will take a great deal longer or will not come about at all, if you just have half the strength of the concentration necessary.

Manufacturers, therefore, in speaking of the latitudes of the phenol coefficient, must distinguish between the extent of the latitudes. For instance, if it states a phenol coefficient of between 11 and 12 or between 10 and 11, if the germs were not killed after ten minutes, there will be a rapid kill in 15 or 17 or 20 minutes, based on a phenol coefficient of 12, which after all is not such a serious matter. It is an altogether different matter if you base the phenol coefficient on a difference of only one point, or 50 per cent difference in effectiveness, because then you may not obtain the germicidal effect at all. This is, I believe, merely an illustration where a sliding scale should be applied with a great deal of discretion and to be on the safe side where it should be applied at all.

Mr. Himebaugh (Pease Laboratories): Mr. Chairman, regardless of whether the phenol coefficient stated on the label is 3 to 4 or 10 to 11, the ruling of the Department, as I understand it, requires that the directions state the dilution on the weakest coefficient appearing on the label. Regardless of whether or not the product has a coefficient above the minimum figure, the directions on that label are strictly in accordance with the legal requirements. For that reason, I cannot see the necessity of giving just simply the minimum coefficients, particularly on products that have a coefficient of 5 or over. I think that Dr. Klarmann's point is well taken on those having a lower coefficient. The possibility of error on the part of the user naturally increases with the higher coefficients of 5 and over. In view of the fact that the dilution must always be recommended for the lower coefficient stated on the label, I cannot see a real, scientific objection to the statement of 5 to 6 or 7 to 8 or 10 to 11.

Chairman Stone: Gentlemen, this is your meeting. I think that we all feel that oftentimes out of the discussion from the floor proceeds some of the most interesting items in connection with the meeting, and therefore I hestitate extremely to shut off any discussion on this or any other subject. I do believe, however, that all we can hope to do in a meeting of this kind is to bring the subjects to your attention and then possibly leave them with you for your further deliberation. I should like personally, if I may intrude, to ask Dr. McDonnell just this one question: That is whether from a legal and not a scientific standpoint, there is not ample governmental precedent for the establishment of a liberal tolerance rather than a range, in, for instance, the net weight allowance and so forth, and that thought of establishing a tolerance is more generally accepted than that of a range.

Dr. McDonnell: We have not set it in this field because it would be very difficult. On account of the difference of the products, I think it would be impossible to establish any tolerance that would be generally applicable.

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Changes in the sizing of its para crystals, marketed under the name of "Santochlor" have recently been made by Monsanto Chemical Works, St. Louis. Equipment has been installed which will make it possible to keep crystal sizes uniform, and to eliminate small particles. Santochlor 2 is the largest sized crystal, suitable for shaker top cans and miscellaneous uses. Size 34 is designed for use in cakes and can also be used in cans. Size 5 is recommended for peach tree borer control.

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The National Clean Up and Paint Up Campaign Bureau headquarters were moved from New York to Washington late in June, and now all the activities of the industry are under the direct observation of George V. Horgan, general manager, 2201 New York Ave., N. W.

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These are only two of a line of guaranteed insecticides, including—

KILRITE FLY SPRAY AND GENERAL INSECTICIDE
DETHNEL MOTHALENE, a specific for moths
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CHICAGO, ILLINOIS

Some Liquid Soap Sales Problems

By E. G. ECKERMAN*
Sales Mgr., Davies-Young Soap Co.

IN the sale of liquid soaps, whether it be to the jobbing or consuming trade, there are, of course many new problems presenting themselves each day. The most pronounced problem to be overcome in sales work among the jobbing trade has been the tendency of the buyer to purchase liquid soap products by the "eye and the nose," a pretty color and sweet perfume generally controlling the purchase more than the true soap value contained in the soap itself.

This method of buying and selling liquid soaps in the past placed the product in bad repute and curtailed the advancement in its use and sale until the method of sale and purchase was established on a strict anhydrous soap, or analysis, basis by one soap manufacturer. Other reliable producers soon adopted the same standard, so that the buyer could correctly specify his requirements and the soap maker quote intelligently.

Where the jobber will adopt the fundamental of standardized anhydrous basis on which to make all purchases of liquid soap, and then effect the same sales policy for his organization, and educate the consuming trade to purchase only on that basis, competition is forced to adopt the same plan or soon pass out of the field entirely, and an end is put to the competitor that shows a sample of one product and then ships another. Remember, no one can tell by looking at a liquid soap what it contains in true soap value or soap units, and the jobber's source of supply must be reliable and consistent with this buying and selling policy on "anhydrous or analysis content," or there can be no success in the sale of this type of merchandise. The problem has been to educate the jobbing buyer to adopt methods in accordance with this policy, which is a definite service to the jobbing and consuming trade to help them secure just what they pay for in soap value.

THE matter of prices to the jobbing trade has been another problem, but where manufacturers use the proper grade of raw materials entering into the soap itself, along with laboratory control and guaranteed anhydrous soap value, there should not be any great variance in prices quoted to the jobbing trade, as no soap maker can make any more soap of a specified anhydrous content from 100 pounds of oil than the other, unless the producer miscalculates his analysis and overlooks the importance of the overhead charges which must be carried by the finished product.

In selling exclusively to the jobbing trade, many drawbacks are presented with added problems, as consumers who buy in large quantities feel they are entitled to the jobbing price, and insist on buying direct from manufacturers. Some sales volume is lost by this policy, as these buyers, in a good many cases, are served by the soap maker who has a policy of selling direct, and generally the prices are lower than that which the jobber might offer.

It is found, however, that shipping to the jobbing trade produces a better general distribution for the products, as the sales personnel of the jobbing connections act as added representation, and are in the field to give every development personal attention. Besides, warehouse stocks are available for prompt service at many advantageous points. It has also been found that a policy of sales either exclusively to the jobbing trade or to the consuming trade must be adopted, as a method of selling and trying to serve both classifications at the same time with soap products has proven of little success.

With these features considered the sales missed for direct shipment to the consuming trade are more than offset by a definite jobbing sales policy and its many valuable features. In conclusion, there are many other everyday sales problems that might be discussed, but we find those mentioned the most important in our particular phase of the industry.

* Before Insecticide & Disinfectant Mfrs. Assn., Chicago, June, 1931.

—o—

U. S. Bottlers Machinery Co., Chicago, has introduced a new twin piston filling machine which is said to be suitable for filling heavy viscous products at a rate as high as sixty containers per minute.

—o—

Patterson Foundry & Machine Co., East Liverpool, Ohio, has just issued a twenty-page, modernistically covered catalog, picturing and describing its pebble mills.

TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free--White Emulsion

SPECIAL OILS
for making DISINFECTANTS complying in
BENZOPHENOL CONTENT
with the
FEDERAL CAUSTIC POISONS ACT

THE DOMINION TAR & CHEMICAL CO.
LIMITED
424 CANADA CEMENT BUILDING
MONTREAL, QUEBEC

for 33 years

Makers of
Coal Tar Disinfectants
Stock Dips
Pine Oil Disinfectants
Insecticides
Polishes
Cleansers
Liquid Soaps
Spray Products
Roofing Cements

for the Wholesale and Jobbing Trades Only

INSECTICIDES

For Immediate Shipment

A complete line of insecticides for the wholesaler or jobber,—in bulk or packed as you wish. Your own labels and direct shipment, if you choose.

Household Fly Spray
Best quality pyrethrum spray.

Fly Spray No. 2
A lower priced spray.

Liquid Insecticide
For bed bugs and roaches.

Special Moth Spray
Especially for exterminators.

Phenol Insecticide
Low priced and effective.

Roach Powder
Best quality powder.

Send for samples, prices, and details.

CHEMICAL SUPPLY COMPANY
2450 Canal Road **Cleveland, O.**
Established 1898

Say you saw it in SOAP!

Mrs. Harry W. Cole Dies

Ada W. Cole, wife of Harry W. Cole, secretary of the Insecticide & Disinfectant Manufacturers Association, and vice-president of Baird & McGuire, Inc., Holbrook, Mass., died June 23 at Wollaston, Mass., following an operation. Her death was sudden and followed a brief illness, the nature of which baffled the physicians. The funeral was held from the John Hall Funeral Home at Quincy, Mass., and burial was in the Bluehill Cemetery, Braintree, Mass. Part of the funeral service was taken over by the Eastern Star in the affairs of which Mrs. Cole had been active. Prior to her marriage at Baltimore, on February 7, 1903, Mrs. Cole was Ada Cromwell White. She was a native of the Eastern Shore of Maryland, as is Mr. Cole. Mrs. Cole is survived by her husband, and also by one son, Allan W. Cole, one daughter, Edith L. Cole, and a brother, George K. White.

—o—

Recently recommended methods for complete survey of the value of an antiseptic are as follows: (a) the phenol coefficient method devised by Reddish, which will weed out many worthless preparations and will offer a standard of comparison with former products; (b) the agar cup-plate method of Himebaugh, which demonstrates the penetrating powers of an antiseptic and its activity in the presence of blood serum; (c) the method described by Allen and Wright for determining the activity of the antiseptic in the presence of massive infection. *Journ. Am. Med. Assoc.* 96, 920-5 (1931).

—o—

The Japanese 1931 pyrethrum crop is estimated at 16,500,000 pounds in a late season forecast, this figure representing a 10 per cent increase over the 1930 total. During the first quarter of this year prices were somewhat weak in the Kobe market due to plentiful stocks.

—o—

Monsanto Chemical Works, St. Louis, is developing a plan to make available to employees the rights to subscribe for company stock at $25 a share. Approximately eight hundred employees are eligible, and it is expected that close to twenty thousand shares will be available.

—o—

E. W. Bennett was made a vice-president of Dow Chemical Co., Midland, Mich., at the annual meeting of stockholders held June 25. E. O. Barstow and C. J. Strosacker were made directors succeeding the late Herbert H. Dow and Mrs. Herbert H. Dow, resigned. Other officers and directors were re-elected.

Registration at Chicago Meeting

The following is a list of those who attended the 17th annual Mid-year Meeting of the Insecticide & Disinfectant Manufacturers Association at the Edgewater Beach Hotel in Chicago on June 1, 2, and 3, and were officially registered:

Name	*Representing*	*Located at*
F. A. Hoyt	Frederick Disinfect. Co.	Atlanta
W. J. Zick	Stanco, Inc.	New York
Frank P. Harris	Carter's Ink Co.	Chicago
Ira P. MacNair	Mac-Nair-Dorland Co.	New York
W. J. Andree	Sinclair Refining Co.	New York
Dr. Robert C. White	Robert C. White Co.	Philadelphia
John Powell	John Powell & Co.	New York
Peter Dougan	Merck & Company	Rahway, N. J.
C. P. McCormick	McCormick & Co.	Baltimore
Dr. Alfred Weed	John Powell & Co.	New York
Evans E. A. Stone	William Peterman, Inc.	New York
G. A. McLaughlin	McLaughlin Gormley King Co.	Minneapolis
A. T. Ankeny	McLaughlin Gormley King Co.	Minneapolis
Dr. Emil Klarmann	Lehn & Fink Products	Bloomfield, N. J.
Burton C. Philbrick	Skinner & Sherman, Inc.	Boston
E. C. Fanto	McKesson & Robbins	Bridgeport, Conn.
E. J. Fanto	McKesson & Robbins	Bridgeport, Conn.
H. W. Hamilton	White Tar Company	Pittsburgh
E. W. Menke	Henry Barroll & Co.	New York
Dr. G. F. Reddish	Lambert Pharmacal Co.	St. Louis
Dr. C. C. McDonnell	U. S. Dept. of Agriculture	Washington
Dr. Chas. H. Peet	Rohm & Haas Co.	Bristol, Pa.
William Castonguay	Edgar A. Murray Co.	Detroit
J. H. Carpenter	Koppers Products Co.	Pittsburgh
H. A. Nelson	Chemical Supply Co.	Cleveland
R. B. Stoddard	van Ameringen-Haebler, Inc.	New York
R. E. Sturhahn	Monsanto Chemical Works	St. Louis
G. E. Walk	Shell Petroleum Corp.	St. Louis
L. C. Himebaugh	Pease Laboratories	New York
Wm. A. Hadfield	General Laboratories	Madison, Wis.
Walter K. Wilson	General Laboratories	Madison, Wis.
J. A. Walsh	C. B. Dolge Company	Westport, Conn.
N. J. Gothard	Sinclair Refining Co.	E. Chicago, Ind.
F. C. Huckins	Toledo Rex Spray Co.	Toledo
Grant A. Dorland	MacNair-Dorland Co.	New York
Wallace Thomas	Gulf Refining Co.	Pittsburgh
F. J. Pollnow	Vestal Chemical Co.	St. Louis
Preston B. Heller	B. Heller & Co.	Chicago
D. Heer	Toledo Rex Spray Co.	Toledo
J. L. Brenn	Huntington Laboratories	Huntington, Ind.
W. R. Munger	The Dobbins Mfg. Co.	No. St. Paul, Minn.
Edgar A. Murray	Edgar A. Murray Co.	Detroit
A. A. Breuer	Breuer Elec. Mfg. Co.	Chicago
K. J. Fashier	Oil, Paint & Drug Rep.	New York
John Glassford	McCormick & Co.	Baltimore
C. Hermann	Clean Home Prod'ts Corp.	Chicago
S. Carle Cooling	Metal Package Corp.	Baltimore
S. H. Bell	Koppers Products Co.	Pittsburgh
John H. Wright	Zonite Products Co.	New York
John V. Halaska	Acme Chemical Co.	Milwaukee
A. G. Grady	Sinclair Refining Co.	E. Chicago, Ind.
C. C. Baird	Baird & McGuire, Inc.	Holbrook, Mass.
R. S. Solinsky	Continental Can Co.	Chicago
H. W. Cole	Baird & McGuire, Inc.	Holbrook, Mass.
L. J. Freundt	American Can Co.	New York
F. M. Aykroyd	Dom. Tar & Chem. Co.	Montreal
F. W. Schmidt	Davidson Commission Co.	Chicago
A. E. Starkie	A. E. Starkie Co.	Chicago
F. U. Rapp	Hercules Powder Co.	Wilmington
W. A. Haines	Hercules Powder Co.	Chicago
J. A. Connor	O'Cedar Corp.	Chicago
Wm. J. Wagner	The Tanglefoot Co.	Grand Rapids
E. M. Tysdal	Ungerer & Co.	New York
Dr. E. G. Thomssen	J. R. Watkins Co.	Winona, Minn.
Dudley F. Lum	Givaudan-Delawanna, Inc.	Chicago
J. G. Ridsdale	The Rohm & Haas Co.	Philadelphia
K. M. Pope	The Rex Co.	Kansas City, Mo.
G. A. Cavanagh	Dow Chemical Co.	Midland, Mich.
S. G. Scott	Williams Sealing Corp.	Chicago
C. M. Black	S. B. Penick & Co.	Chicago
L. J. O'Grady	Illinois Bell Tel. Co.	Chicago
D. P. Lewis	H. D. Hudson Mfg. Co.	Chicago
M. C. Goodrich	H. D. Hudson Mfg. Co.	Chicago
Wm. J. McCarthy	Continental Can Co., Inc.	Chicago
J. R. Oppenheimer	West Disinfecting Co.	New York
Arnold Joerns	Chicago Ass'n of Com'rce	Chicago
J. J. Nichols	Iodine Educat. Bureau	New York
H. Bartold	Norda, Inc.	Chicago
Niles Trammell	Nat'l Broadcasting Co.	Chicago
H. T. Moore	General Chemical Co.	Chicago
E. C. Kratsch	Nat'l San. Supply Co.	Milwaukee
V. W. Mider	U. S. Chemical Co.	Greenville, Ohio
James Varley	Baird & McGuire, Inc.	St. Louis
A. T. Loeffler	Hooker Electrochem'l Co.	New York
E. F. McDow	Antisep'l Liquid Soap Co.	Chicago
J. W. Wilhelm	Geo. Lueders Co.	Chicago
C. I. Post	Nat'l Oil Products Co.	Harrison, N. J.
L. A. Trevison	American Can Co.	New York
E. W. Roetter	Republic Chemical Co.	Chicago
J. A. Gauer	Fritzsche Bros., Inc.	Chicago
Frank Curran	Zoro Company	Chicago
C. M. Moore	The Diversly Corp.	Chicago
L. M. Fitzhugh	Victor Chemical Works	Chicago
R. Wechsler	National Oil Prods. Co.	Harrison, N. J.
V. J. Halaska	Acme Chemical Co.	Milwaukee

(*Turn to Page* 123)

Is It the Cost of Insecticides or the Cost of Application?

The model 50 equipped with G. E. Universal Motor ⅛ H.P. Weight 4 pounds. Low operating cost. For small users of insecticides.

The cost of application is the point on which your business hinges. Give customers the lowest cost and most efficient method of application — *Breuer's TORNADO Electric Sprayers*—and the business is yours.

Leader For Years—A Sales Producer

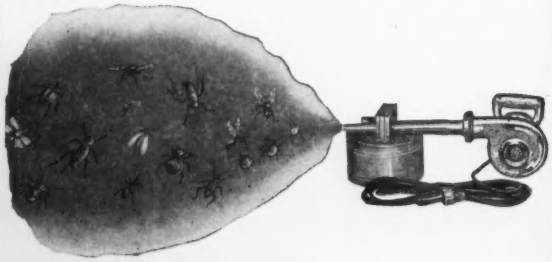
Breuer's TORNADO Electric Sprayers have done more to increase the sale of insecticides than any other one thing in the industry. They are the most powerful and efficient machines of their type—they spray all liquid insecticides, disinfectants and germicides a distance of eight to twenty feet, breaking the liquid up into a fine mist which will float in the air and penetrate all cracks and crevices. TORNADO Sprayers are so simple and handy to use and give such excellent results that your customers will use them more often and thus increase the use of your product.
Supply your customers with these specially built machines and watch your sales grow.

Thousands In Use

TORNADO Electric Sprayers have been regarded as the standard equipment for years by leading manufacturers of insecticides and disinfectants. Thousands are in use in mills, warehouses and institutions of all kinds, as well as in the home.

Write for complete information and prices.

Breuer Electric Mfg. Co.
862 Blackhawk St., Chicago, Ill.



The Model 6 equipped with powerful G. E. Universal Motor ⅓ H.P. mounted on Norma Precision Ball Bearings. Weight 8 pounds. One gallon tank. Ideal for larger industrials and institutions where large capacity is needed.

AN ADHESIVE FOR EVERY MACHINE OR HAND OPERATION

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The Standard-Knapp Corp. **the leading manufacturers of Sealing and Can Labeling equipment, have now standardized exclusively on**

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WORLD'S LARGEST PRODUCER OF ADHESIVES

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Say you saw it in SOAP!

Offer American Rotenone

Rotenone, the active insecticidal principle of derris root and cube root which has been attracting attention lately in insecticide circles, is now being offered in a chemically pure form manufactured in their own laboratories in commercial quantities by S. B. Penick & Co., 115 Fulton St., New York, manufacturers of pyrethrum and other insecticides. Their announcement states: "Rotenone has been the most widely discussed insecticide during the past six months, as the result of a paper read before the Insecticide Manufacturers Association by Dr. R. C. Roark, Chief of the Insecticide Division, Bureau of Chemistry and Soils, Department of Agriculture. If you have not read Dr. Roark's paper and desire a copy of it, we will supply a transcript upon request. Davidson of the Food & Drug Administration U. S. D. A., and Campbell of the U. S. Bureau of Entomology, Roark and others, have conducted exhaustive tests of Rotenone and have found it to be one of the most powerful insecticides known against: Aphis, Leaf Hoppers, Thrips, Greenhouse White Flies, Tent Caterpillars, Red Spiders, Squash Bugs, Roaches, Mexican Bean Beetles, Japanese Beetles, Mosquitoes, Chicken Lice, etc. It has been found equally effective against Cattle Grubs. Also for Parasites on Dogs, Cats, Canary Birds and other Household Pets.

"We believe it has a wide range of usefulness as an insecticide. It is said to be fifteen times as effective as Nicotine Sulphate and thirty times as effective as copper arsenate. Being non-poisonous—its value may be appreciated as the base of sprays for gardens, vineyards, orchards, vegetables, etc. Tests have shown it to be highly effective in destroying Moths."

—o—

"Fumigants" is the title of an address by Dr. C. L. Williams, chief of the United States Public Health Service which was published in Public Health Reports, Vol. 46, No. 18, May, 1931. The address was given by Dr. Williams before the New York City Police College. It takes up the classification of fumigants and industrial insecticides, the dangers involved in their use, the necessary precautions, methods of rescue and treatment, new developments in fumigants, fire hazards, and other features. The article is recommended for reading by everybody engaged in commercial fumigation work of any kind.

—o—

Glyco Products Co., Brooklyn, has appointed new representatives for Detroit and the surrounding territory. Solvents & Chemicals, Inc., 8747 Brandt Ave., will handle heavy chemicals, and L. S. Carlson, Detroit Savings Bank Building, will have charge of fine chemicals.

Formaldehyde Disinfectants

The report of the Committee on Formaldehyde Disinfectants, prepared by Karl Dolge, president of C. B. Dolge Co., Westport, Conn., and delivered at the Mid-Year meeting of the Insecticide & Disinfectant Manufacturers Association at Chicago last month by J. A. Walsh of the same company, is given herewith. Lack of space prevented it being published in the June issue.

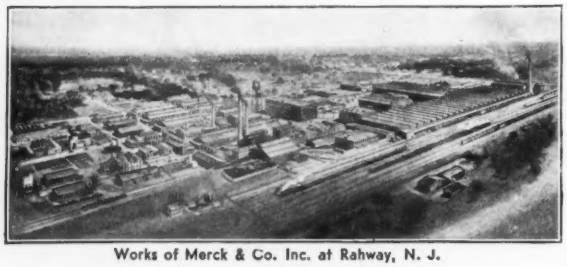
WHILE the purpose of this paper is to review the various uses of formaldehyde in disinfection, it might be well to digress a moment and consider this whole matter of disinfectants, their production and sale. Instead of trying to develop a bigger market for disinfectants as a whole we devote our energies and thoughts to the best means of taking business away from some fellow who has made an effort to create an interest in and a consciousness of the need for disinfectants. If some of our sales managers could be pried from their cushioned chairs and taken on a trip through the fields of their operations, they would be amazed at their findings. They would find that the can or barrel of disinfectant, shipped two months before, was still lying down cellar unopened because the janitor did not have the time to open it or he did not know how to use it.

Too much of our effort is wasted in confusing the mind of the buyer, trying to swing him from one product to another. The salesman selling coal tar bends his effort to selling the buyer away from an odorless or pine compound. The pine salesman finds him using coal tar and swings him to pine. Now all this may be perfectly sensible business, but could we not bring about the sale of our product and its acceptance, more quickly and more satisfactorily, by talking disinfection rather than talking competition? Wouldn't fifteen minutes spent in educating the buyer on the need for, or the best means of applying a disinfectant, bring more business than fifteen minutes hammering some competitor? My point is not that we strive for an idealism that would prompt us to turn aside from competition; but that we try to organize our efforts a little more towards the creation of a bigger market for our product and our service. There is a definite need for every good disinfectant and deodorant, but we must make more buyers sense that need. We must increase the total national expenditure on disinfectants as a whole so that our progress may be a little more rapid and a little less painful.

We are concerned here with just one of several powerful germ destroying agencies,—formaldehyde. To our way of thinking, this is one of the finest disinfectants available to the public. But we must admit that there are numerous disinfecting jobs that can be done better with coal tar, pine, or cresol, just as there are jobs that can be done much better with formaldehyde than they can be done with these other compounds, provided that the formaldehyde has been made by technicians who know their job.

The use of formaldehyde as a disinfectant is not at all a new idea, its bacteriacidal power having been demonstrated and published in 1889 when it was found that 1 part of formaldehyde in 20,000 parts of water destroyed typhoid germs; and later when 1 part of formaldehyde in 60,000 parts of water retarded the development of anthrax spores, and a solution of 1 part formaldehyde to 10,000 parts of water actually killed anthrax spores within fifteen minutes. The real beginning of formaldehyde, however, was the discovery by A. W. Hoffman, in 1867, that methyl alcohol, led through a red hot platinum spiral yielded formaldehyde. But this was a German discovery and still left the chemical over in Germany from whence we could not bring it at a price that would permit its commercial use. We, therefore, still had the problem of making this powerful material commercially accessible. And happily for many of those who have been

MERCK'S CHEMICALS . . .



Works of Merck & Co. Inc. at Rahway, N. J.

are made on a large scale

are sold at prices based on large-scale production

are regarded as standard by leading insecticide and disinfectant mfrs.

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CARBON DISULPHIDE
SODIUM FLUORIDE
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CARBON TETRACHLORIDE
STRYCHNINE
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CORROSIVE SUBLIMATE

Methyl Salicylate

The one widely accepted odor for fly sprays —tested, tried and approved by leading manufacturers. Fresh and aromatic—pleasant to human beings, yet it does not attract insects like some of the sweeter floral essences. Merck's Methyl Salicylate is manufactured on a large scale and conforms to all U.S.P. standards. Write or 'phone our nearest office for quotations or trial order.

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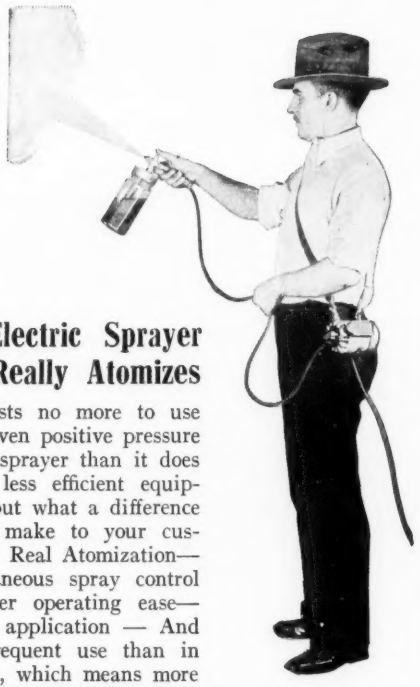
Increase Your Sales With Sprayit Model 70



The Electric Sprayer That Really Atomizes

It costs no more to use this proven positive pressure electric sprayer than it does to use less efficient equipment—but what a difference it will make to your customers. Real Atomization—Instantaneous spray control —Greater operating ease—Faster application — And more frequent use than in the past, which means more insecticide used instead of wasted and better all-around satisfaction.

Sprayit Model 70 is not a blower fan type unit—It actually incorporates an air compressor. It is a tried and proven unit. Thousands upon thousands of these motor compressor units are in use throughout the United States and some seventy foreign countries.

Send for Sample Today—

Larger Equipment for Special Work—

Sprayit Model 89 illustrated here has proven very popular for commercial moth-proofing in furniture warehouses and other service of this nature. Can be furnished with 6-ft. extension nozzle if desired. Powered by ¼ H.P. Repulsion Induction motor —two gallon tank capacity—Write for catalogue.

The Electric Sprayit Company

South Bend, Indiana

benefited by formaldehyde, the objective was achieved, and a factory set up in the United States by the Heyden Chemical Corporation in 1902.

In chemical synthesis, formaldehyde forms combinations with many other substances. For this reason it has found a place in the manufacture of certain aniline colors, medicinal, and various other products. Further experiments proved it to have a chemical affinity for certain of the products of putrefaction, and to have a decided bacteriacidal effect on diphtheria, cholera, and staphylococci germs. It was found that a heating of a formaldehyde solution or formaldehyde powder, released the gas when mixed with air that carried a disinfecting power to all parts of the room.

Much of the disinfection with formaldehyde today is done with an aqueous solution of the substance; but formaldehyde candles still are in favor with a great number of disinfectors. In using the solution, one should know that the contents of it are stable and uniform, to insure disinfecting power and to prevent deterioration. The effectiveness of formaldehyde against micro-organisms is found in its property to harden gelatinous matter, and precipitate albumen.

Unfortunately, we do not have any true standards today by which we might measure the disinfecting power of formaldehyde as compared with the so-called phenol-type disinfectant, but we certainly have ample proof in our own experiments. In experiments made for us by commercial laboratories, and in the testimony of those who have preceded us, both inside and outside our organization, formaldehyde when properly stabilized fills a definite disinfection need.

Kenwood, according to USP X has found that formaldehyde vapor in a concentration of one to two per cent would rapidly disinfect all surfaces. Formaldehyde solution is recognized as a most suitable disinfectant for the discharges from the respiratory organs. Its affinity for ammonia and hydrogen sulfide gives it strong deodorizing properties. And again taking USP X for authority, formaldeyhde may be used to disinfect clothing, bedding and the like of patients suffering from various infectious diseases.

As for the means of using formaldehyde, there are several recommended and the selection depends pretty much on the work to be done, the means available for doing it, and the conditions under which it is to be used. For example a room would be disinfected with a formaldehyde candle, a utensil would be washed or soaked with a formaldehyde solution. In using the solution of formaldehyde, one should not mix it with the usual cleaning agents for there may be a chemical combination that will damage the surface or material on which it is used.

What is true of formaldehyde, is true of all other disinfectants. We are still traveling on the discoveries of the founders of our industry. Some of us are still wondering whether we should recommend 2%, 5% or 25% concentrations of our disinfectants for the various purposes for which we recommend them, or whether the product will do that particular disinfecting job at all. We are doing too much guessing and too much copying.

Whether you are selling a formaldehyde disinfectant or any one of a half dozen other disinfectants does not matter nearly so much as does the amount of thought, research and effort you put into the disinfectant you are selling. We believe we have made a success of selling formaldehyde disinfectants not because they have a broader field of usefulness, but because we have really tried to give the customer a real reason for buying our product, and then to give him a result that would make him feel satisfied that he had received his money's worth.

—o—

The duty on packaged olive oil has been reduced from 9½c to 8c a pound by action of President Hoover who has approved the report of the United States Tariff Commission.

Frank Hemingway Dead

Frank Hemingway, president of Robinson, Butler, Hemingway Co., Bound Brook, N. J., and for many years a manufacturer of disinfectants, insecticides, and allied coal-tar products, died June 28 at the Montague Hospital, New York, after a prolonged illness. Mr. Hemingway was born in England on Christmas Day, 1876, and came to the United States in 1897. He was at first in the margarin business, but in 1913 established a plant at Bound Brook to manufacture coal-tar products. He later became associated with the Sherwin-Williams Co. in Cleveland, with a world-wide reputation as an authority on coal-tar products. He organized his present company in 1925.

Mr. Hemingway was one of the organizers of the Insecticide & Disinfectant Manufacturers Association in 1914 and became its first president, which office he held for several years. He was also a member of many technical societies and clubs of the chemical and allied industries. He is survived by his mother, Mrs. Catherine Hemingway, and two sons, Henry and Richard, and one daughter, Miss Virginia Hemingway.

—o—

Fluoride Ordinance Held Up

The new Board of Health regulations covering the packaging and sale of sodium fluoride for insecticide purposes, including tinting of the material green, will not be issued and put into effect for another several weeks as yet, according to advices from the office of the New York Commissioner of Health. However, the statement has been made that the regulation requiring tinting will unquestionably be adopted and be enforced in New York City. It is understood that as soon as this regulation is adopted in New York, the United States Public Health Service is considering recommending to boards of health in other leading cities of the country that they also issue regulations of a similar nature.

—o—

Stanco, Inc., New York, is distributing for the summer trade a new insect repellant cream, sold under the "Flit" trademark. The cream is said to be odorless, greaseless, easy of application and capable of inuring exposed parts of the body to attacks by insects. The cream will retail at fifty cents a tube. It will be packed in a black and yellow package similar to the can in which "Flit," is packed.

—o—

Fumo Laboratories, 2038 Union Street, San Francisco, a new concern in the sanitary products industry, is marketing "Fumo Gas Discs," a cake moth exterminator. W. E. Budlong is general manager of the company.

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Soap Blue Book, A Buyer's Guide. 195 pages. $1.00.

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MacNAIR-DORLAND CO.

136 LIBERTY STREET NEW YORK CITY

Oil and Fat Needs for Soap

(*From Page* 27)

they are "rendered unfit for use as food or for any but mechanical or manufacturing purposes, by such means as shall be satisfactory to the Secretary of the Treasury and under regulations to be prescribed by him." Coconut oil comes in duty free from the Philippines. On other oils and fats of strictly industrial usage, they continued the moderately low rates of duty in effect in the previous Tariff Act.

While the soap makers and other industrial users of vegetable oils recommended that palm oil be denatured, Congress did not accept this suggestion, because it could not be found at that time that palm oil had any appreciable usage for human food. On the other hand, the tin plate makers, who are, next to the soap makers, the largest consumers of palm oil, insisted that they could not use palm oil if it were denatured. Since Congress could not find that there was any important amount of it going into edible channels, it was placed unreservedly on the free list without any stipulation that it be denatured.

In November, 1930, however, the Collector of Internal Revenue, who has supervision over the manufacture of oleomargarine under the Internal Revenue Act, stipulated that unbleached palm oil could be used in the manufacture of oleomargarine without payment of the ten cents per pound tax on the colored product. Immediately a great hullabaloo arose. The butter makers claimed that the use of palm oil in oleomargarine was costing them a million dollars a day in decreased prices of butter. They started an agitation designed to embargo importations of palm oil into the United States. Simultaneously, however, they asked Congres to pass a law to prevent the use of unbleached palm oil in the manufacture of oleomargarine without the payment of the ten cents per pound tax and Congress did finally in the closing days of the session, pass a law which makes any kind of yellow oleomargarine taxable at ten cents per pound.

COCONUT OIL is not denatured or rendered unfit for edible purposes, because the chief source of supply is the Philippines and it was not felt desirable to interfere with the trade relations with the Philippines by denying coconut oil of Philippine origin unrestricted access to any class of American Market in which it could find sale. As I have previously stated, the oils and fats which are produced by the farmers in the United States fall within the first two groups enumerated. These groups of oils have been heavily protected by past and the present tariff acts.

Now it so happens that the first field of usage, namely, the drying field, and the second field of usage, that is, the edible field, are the two highest priced fields of usage to which oils and fats can be put in America today. If the prices of oils and fats in the drying field and in the edible field are checked, they will be found to average the highest in our markets. Thus, we see that the producers of oils and fats in the United States have absolute control of the two best paying classifications of oils and fats. It would do them no good if a tariff policy were inaugurated to interfere with the non-drying industrial group, into which classification fall the raw materials of the soap maker and other industrial users. The American farmer does not produce any of these oils and fats with the exception of tallow.

In case it were claimed that tallow is a commodity in which the farmer is especially interested, I need only to point out that only thirty per cent of the domestic supply of tallow comes from the packing houses and that the remaining seventy per cent comes from the rendering establishments. The farmer could naturally have no interest in the supply of tallow which is produced in the rendering establishments, and as respects the thirty per cent which comes from the packing houses, it should be stated that the farmer sold this tallow to the packer at the meat price and that the amount of tallow which the packer takes from a thousand pound carcass will not exceed six pounds. Certainly the farmer could not secure any more for tallow than the meat price and if the packer secured a higher price for the six pounds which he obtains from a thousand pound steer, it would be a hard matter indeed for him to figure out how he could pass the few cents in increased value back to the farmer who sold him the steer.

As for the tallow which comes from the rendering establishments and which is made from shop fats, the packer sold this tallow at the meat price to the butcher or the chain store and the butcher or the chain store in turn sold it to the retail customer at the meat price. The butcher weighs the tallow in with the customer's meat and after it is weighed in he chops off some of the heavier fat and tosses it into the scrap box, from whence the renderer secures it. The shop fats which the renderer secures from the restaurants or hotels were likewise sold at the meat price. With the meat price being paid all the way down the line to the retail buyer, it is quite obvious that the farmer has little concern in the price of tallow. As respects the renderer, his problem rests in the price which he pays for shop fats more than in the price for which he sells his tallow, and if he buys the shop fats on a proper basis, he makes money. If he pays too high a price for his shop fats, he loses money. I think the bulk of the renderers recognize this fact.

LETHANE 384

The PHYSICAL PROPERTIES of an insecticide play a large part in its acceptance by the trade.

LETHANE 384 insecticides are non-staining, practically water-white in good quality solvents, and leave no residual odor.

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Liquid Cleaners
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Finished Fly Spray
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Alpine Offers 6 Grades of Insecticides for Every Purpose

Alpine Fly Spray

Pyrethrum content of 1 lb. Flowers to the gallon of spray. Perfumed to suit your own taste.

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For use in warehouses, flour mills, etc., for control of flour moths and weevils. Practically odorless.

Alpine Cattle Spray

A new scientific development for control of flies on cattle—not only a repellent but a sure fly killer.

Alpine Standard Insecticide

A spray to meet the demand for lower priced insecticides. Kills roaches, bed bugs, ants, etc. Pleasantly perfumed.

Alpine Moth Spray

An ideal spray for clothing, and furniture stores. 100% active, highly volatile—yet non-explosive.

Alpine B. B. X. Insecticide

An efficient yet economical spray for use against bed bugs, etc.—where odor is no objection.

PRIVATE BRAND LABELS REGARDLESS OF QUANTITY

ALPINE CHEMICAL COMPANY

Manufacturers of Sanitary Products for the Jobbing Trade Exclusively

659 W. Pratt St. **BALTIMORE, MD.**

Say you saw it in SOAP!

Moreover, tallow has borne for many years and still bears a tariff duty which is amply protective.

ONE group at Washington which has sought to trouble the soap makers and other industrial users of oils and fats, are the fish oil producers. They say we ought to make industrial products, such as soap, out of fish oils. When they say this, they ignore the fact that all the fish oil they product would not amount to as much as two per cent of the annual consumption of industrial oils and fats in the United States, and further that a very large share of the fish oil is being utilized in the manufacture of paint, linoleum, etc. Yet they make common cause with the butter makers and some few of the cottonseed oil mills, peanut shellers, etc., to try to force soap makers and other industrial users of oils and fats to use fish oils when they are unsuited for their manufacturing needs. The production of fish oils in the United States is on a steadily diminishing basis. This is because the fish oil men have fished out the waters along the Atlantic seaboard, and for no other reason.

Just now the latest objective of this group of fish oil manufacturers and other industrialists, who claim that they are working in the farmer's interests, is to shut off the supply of coconut oil and copra, which is imported into the United States for the use of the soap maker, from the Philippines. They say that we should liberate the Philippines to better the condition of the farmers in the United States. They claim that we promised the Filipinos independence and that this promise having been made, we should grant Philippine independence forthwith.

Insofar as farmers in the United States benefiting from the shutting out of coconut oil imports from the United States through liberation of the Philippines is concerned, it is difficult to see how the use of coconut oil in soap could do the farmer any injury. He is one of the largest users of soaps which contain coconut oil. Even to the extent that coconut oil is used in edible products, it is doubtful if it injures the price of the farmer's butter, for if coconut oil were not used for the manufacture of butter substitutes, the large exportable surplus of other kinds of butter substitute raw materials, such as oleo oil and neutral lard, which are produced in the United States, could be drawn upon to produce butter substitutes almost as low in price as those made from coconut oil. Over sixty per cent of the coconut oil which is consumed in the United States, goes into soap and over seventy per cent of that consumed goes into products where it cannot remotely compete with the products of American agriculture. Obviously, the American farmer has little to gain from the liberation of the Philippines insofar as the competition of coconut oil is concerned.

At each recent session of Congress, a vigorous effort has been made to bring the Philippine independence question up and secure a vote on it. Numerous bills have been introduced providing for the liberation of the Philippines. All of these bills have had the same objective, namely, to get rid of the Philippines, rather than the consideration of the welfare of the inhabitants of the Philippines. Members of Congress have been departing for the Philippines all during the Spring. Seven members of Congress sailed from San Francisco for the Philippines on May 27. They will join an already large group of Senators and Congressmen now in the Islands. Most of the Congressmen who have taken the trip over to date, are recognized as those who are animated with the desire to help the price of butter or the price of sugar by liberating the Philippines. Evidently, therefore, these gentlemen intend to make a hard drive in that direction when the 72nd Congress convenes in the fall.

Another matter of interest to consumers of oils and fats, which will come up when Congress convenes in the fall, is the report of the United States Tariff Commission on the investigation which they are now conducting into the cost of production of imported vegetable oils. This report will be presented to the United States Senate. The investigation is being made in response to Senate Resolution No. 323, which was introduced into the Senate by Senator Shepherd of Texas. Senator Shepherd led the fight to place prohibitive duties on all imported oils and fats when the Tariff Act of 1930 was passed. Disappointed in his efforts in this direction, he drew up Senate Resolution No. 323 and had the Senate adopt it.

When the report of the Tariff Commission is presented to Congress, Senator Shepherd will study it very carefully and if he finds anything in it which is favorable to his program of shutting foreign oils and fats out of the United States, he will undoubtedly introduce a bill with that idea in view. This situation, combined with the Philippine matter, will make it well worth while for every soap manufacturer and other industrial users of vegetable oils to pay close attention to the activities of Congress when it convenes at Washington this fall.

—o—

Bureau of Entomology of the U. S. Department of Agriculture has announced the appointment of R. W. Harned as leader of its division of cotton insect investigations, effective June 20. He succeeds B. R. Coad, resigned. Mr. Harned is head of the Mississippi State plant board, and since 1908 has been professor of Zoology and entomology at Mississippi A. & M. College.

Water Soluble Perfumes
for Theatre Sprays

LILAC W. S. CARNATION W. S. FRESIA W. S.
ROSE W. S. JOCKEY CLUB W. S. and others

These oils are clearly soluble in water
You will need only four ounces to one gallon

Also Special Odors for

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THE No. 208 Continuous Sprayer is a step forward in the construction of Continuous Sprayers. It provides a large volume spray with ease of operation and will permit of the application of all insecticides and disinfectants.

Nozzle and all working parts are of brass. Brass Discharge tube removable for cleaning. Because of simplicity in design the No. 208 Continuous is priced for ready sale.

Lowell makes six other patterns of Continuous Sprayers all for the application of insecticides and disinfectants.

Our complete catalog and price list at your request.

The manufacture of special lithographed patterns in your own design will be welcomed in our plant.

LOWELL SPRAYER CO.

LOWELL, MICH. U. S. A.

Say you saw it in SOAP!

John Powell & Co., New York, have extended the size of their entomological department and it now occupies a large room in the same building but not connected with the offices of the company at 114 East 32nd St. The space formerly occupied by the entomological laboratory has been taken over by the export department of the company. The new laboratory, which is in charge of Dr. Alfred Weed, houses a special insecticide testing unit, to which has been added two new type insecticide testing units, in addition to the regular chemical equipment. New and more extensive fly breeding equipment and process control equipment has been added.

—o—

"Insectina" is the name of a new fly spray now being offered in the Mexican market by Compania Mexicana de Petroleo, "El Aguila," S. A., a British oil company. It is finding a large sale in Mexico City and a sales promotion campaign is also succeeding in increasing its popularity in outlying districts. It is offered in lithographed cans of ¼, ½, 1, 2, and 4 liter sizes, and also in barrels of 110 liters. Retail quotations range from 1 peso for the ¼ liter size to 1.52 pesos per liter in bulk.

—o—

P. R. Dreyer, Inc., New York, perfuming materials, has recently issued an interesting leaflet dealing with perfumes for deodorizing crystals and blocks, fly sprays and theatre sprays. It should be of interest to any manufacturer of these products. Copies may be obtained by addressing P. R. Dreyer, Inc., at 26 Cliff Street, New York.

—o—

Arthur Srebren, head of the new Mortex Laboratories, manufacturers of sanitary products, will represent Synfleur Scientific Laboratories, Monticello, New York, manufacturers of perfuming materials, in Chicago and the surrounding territory. Stocks of Synfleur products will be carried at the new heaquarters located at 935 Wilson Avenue. Luis de Hoyos, business manager of Synfleur Scientific Laboratories, made arrangements for this new representation when he was in Chicago last month.

—o—

Sanico Chemical Corp., 611 Broadway, New York, distributors of liquid soaps, disinfectants and allied sanitary products, has moved its offices to larger quarters in the same building. Increased space will enable them to render a more efficient service to their customers.

—o—

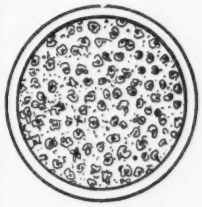
A new liquid wax, "Homax," has been introduc by Federal Research Corp., Woodland, Ill. It is claimed that the new product dries with a hard brilliant surface in less than twenty minutes.

HUDSON CHAMPION SPRAYER

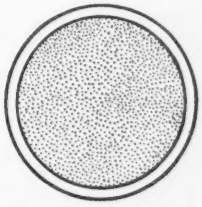
NEW and Different

designed to fill a definite need in the field of spraying.

HERE IS THE DIFFERENCE
another Hudson achievement



Section of field showing to what degree an ordinary compressed air sprayer breaks up an oil base solution.



This shows how the Hudson Champion atomizes oil solutions into a fine mist — impossible with any other type of nozzle construction.

Pressure alone will not properly atomize oil base solutions. The Champion is the result achieved by the Hudson engineers in designing a "compressed air atomizer" embodying the desirable features of the Hudson compressed air sprayer and the essential construction of the famous Hudson Chemical Sprayer.

Now—Oil base solutions can be more efficiently and economically applied. See the new Champion Sprayer by Hudson.

WRITE for the New Folder on the Hudson Champion also the 1931 Hudson Catalog on Correct Sprayers for every Need

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San Francisco Philadelphia Kansas City, Mo.

The SPRAYER Comes FIRST

It makes no difference how effective the insecticide or repellant may be, it MUST be correctly applied if the results are to be the BEST. The better the sprayer, the better the customer will like the product. That is the rule.

Acme Makes Sprayers to Fit Every Requirement

Over fifty years in the business has eliminated all risk and experiment in ACME products. The very height of perfection has been attained. Every sprayer carries a money-back guarantee of satisfaction. If it isn't in our regular line, we can build a sprayer to fit YOUR needs.

Our No. 200 sprayer is a leader. Special drip cup feature; air and spray tubes coordinated to produce a mist or fog that hangs in the air longer; special processed leather plunger, etc., etc. Tell us your needs. Write for samples and prices.

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A 35 Year Old Insecticide Line with Money-Back

GUARANTEE

For 35 years, Edgar A. Murray Insecticides have met the needs of the janitor supply trade satisfactorily. Those who sell them have found them absolutely reliable and uniform in quality at all times.

So sure are we that you, too, will be pleased with them that we offer them to you with an iron-clad money-back guarantee—"No Riddance, No Pay."

If you are not handling a line of guaranteed insecticides, get the Edgar A. Murray proposition. Mail the coupon TODAY for complete information, prices and discounts.

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A Complete Line of Six Guaranteed Insecticides

Fly, Ant, Rat, Bug, Mosquito, Moth

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MAIL THIS COUPON TODAY

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Gentlemen:—Please send us further information regarding your insecticide line, prices, discounts, etc.

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Perfection...Peerless among Soap Dispensers Price..... without Sacrifice to Quality

Model 125
Precision tooled
Leak-Proof—
No wonder the PERFECTION is outstanding in its class!

Our latest reduction now prices the PERFECTION PUSH-UP DISPENSER so low you can give it away!

The PERFECTION is the best inexpensive dispenser on the market. Leak-proof valve, handsome heavy glass globe and strong, beautifully finished bracket. All working parts enclosed in housing. Patented cone-type positive shutoff.

Send for catalog of SOAPERIOR Liquid Soap Equipment, fast-selling Individual Soap Dispensers, new low-priced Gravity Valve, etc.

U. S. SANITARY SPECIALTIES CORPORATION
435-41 South Western Avenue
Chicago, Illinois

Selling the Idea
(*From Page* 95)

the general sale of all disinfectants and consequently their own proportion of these sales. As a specific suggestion and one which would not cost too much money to start, a series of booklets to be put out and distributed broadcast by all disinfectant manufacturers as a group, was mentioned. These booklets would cover the various phases of household and industrial disinfection, the correct use of disinfectants and the reasons for their uses. The booklets which would be produced in quantity, would be paid for and distributed by the various individual disinfectant manufacturers as propaganda aimed to increase disinfection generally,—to sell the broad idea of disinfection as a preliminary step in selling the individual disinfectant. A committee of the Association has been appointed to take up this subject in detail and to make definite recommendations. It is a progressive step in the right direction and we sincerely hope that it will receive the support of all manufacturers in the field.

—o—

Chicago Convention Registration
(*From Page* 111)

C. R. Lichtenberg	Chicago San. Prods. Co.	Chicago
C. Schrank	Eagle Chemical Co.	Milwaukee
M. Armer	A. E. Starkie Co.	Chicago
B. Brown	Clean Home Products	Chicago
J. J. A. Scott	Merck & Co.	Chicago
O. Hance	Merck & Co.	Chicago
H. C. Bartold	Norda, Inc.	Chicago
John B. Gordon	Bureau of Raw Materials	Washington
R. G. Boalt	J. R. Waktins Co.	Winona, Minn.
J. H. Lawson	Federal Varnish Co.	Chicago
J. F. Palmer	Palmer Products, Inc.	Waukesha
H. J. Schulte	Int'l Comb. Tar & Chem.	Chicago
E. F. Curda	Int'l Comb. Tar & Chem.	Chicago
E. F. Rumpf	James O. McKinsey & Co.	Chicago
W. B. Morse	Lever Bros. Soap Co.	Hammond, Ind.
L. J. Leininger	The Cenol Co.	Chicago
E. B. Brown	L. H. Butcher Co.	San Francisco
C. A. Seguin	C. A. Seguin Co.	Chicago
E. G. Eckerman	The Davies-Young Soap Co.	Dayton
L. Rosenberg	Lavo Co. of America	Milwaukee
T. V. DuBois	DuBois Soap Co.	Cincinnati
J. Zucker	State Chemical Mfg. Co.	Cleveland
A. P. Boller	S. C. Lawlor Co.	Chicago
H. A. Brim	S. C. Lawlor Co.	Chicago
R. O. Jackson	West Disinfectant Co.	New York
Elmer Hirschberg	Hirschberg Bros.	Chicago
R. W. Bjork	Stanco, Inc.	Chicago
Henry J. Becker	Magnus, Mabee & Reynard	Terre Haute
G. A. Cammerer	Magnus, Mabee & Reynard	Chicago
Wm. H. Schutte	P. R. Dreyer, Inc.	Fort Wayne

—o—

New Patents
(*From Page* 57)

treatment has assumed an apparently dry powder product from the treating gas to constitute the finished product.

No. 1,805,954, Soap and soap products and stabilizing agent and process, Patented May 19, 1931, by Harold A. Morton, Akron, Ohio. A soap having incorporated therein, a di-aryl tetra hydroglyoxaline.

HOOKER
'PARADI'
(Reg. U. S. Pat. Off.)

Hooker Paradichlorbenzene is specially prepared for use as a deodorizer and as a moth preventive. Completely volatile.

Ready for immediate shipment in 50, 100 or 200 pound barrels. Six standard crystal sizes, ranging from powder to nugget size. Let us quote on your requirements.

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CAUSTIC SODA LIQUID CHLORINE
BLEACHING POWDER
MURIATIC ACID
MONOCHLORBENZENE
PARADICHLORBENZENE
BENZOATE OF SODA
BENZOIC ACID
BENZOYL CHLORIDE
BENZYL ALCOHOL
BENZYL CHLORIDE
ANTIMONY TRICHLORIDE
FERRIC CHLORIDE SALT
SULPHUR MONOCHLORIDE
SULPHUR DICHLORIDE
SULPHURYL CHLORIDE

HOOKER
ELECTROCHEMICAL
COMPANY

Eastern
Plant—Niagara Falls, N. Y.
Sales Office—60 E. 42nd St., New York

Western
Plant—Tacoma, Washington
Sales Office—Tacoma, Washington

5321A

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PYRETHRUM

CONCENTRATED EXTRACT

Our analytical and research laboratories guarantee uniform quality and toxic value. We have specialized in Pyrethrum for almost half a century.

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BALTIMORE, MD.

LIGHTNIN PORTABLE MIXERS

The Modern Way of Mixing

SOAP

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Direct-Drive Model M LIGHTNIN

Let us give you complete information on the LIGHTNIN models that offer the correct power, speed and dependability essential to better and more thorough mixing of your fluid products. LIGHTNIN mixers are built in direct drive and geared types and are easily attached to any open or closed tank.

ALL SIZES AND SPEEDS

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Preferred for their colorless crystals, uniform size and sparkling appearance. Prompt deliveries made from convenient distributing points. Packed in 325-pound paper-lined barrels and paper-lined kegs. Also in bags.

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SOY BEAN OIL

Crude . . Filtered
Tank Cars and in 50-Gal. Drums
Write for Samples, Prices and Full Information

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Say you saw it in SOAP!

CLASSIFIED ADVERTISING

Classified Advertising—All classified advertisements will be charged for at the rate of ten cents per word, $2.00 minimum, except those of individuals seeking employment where the rate is five cents per word, $1.00 minimum. Address all replies to Classified Advertisements with Box Number, care of *Soap*, 136 Liberty St., New York.

Note: All advertisements must be in publisher's hands by the first of the month for that month's issue.

Positions Wanted

Soap Maker—Man experienced, specializing in rosin laundry soaps. Can make good soap at two cents per pound, covering all expenses. Address Box 732, care *Soap*.

Manager—Man experienced in management of soap plant both as to manufacture and selling seeks new position. Address Box 731, care *Soap*.

Chemist—Young man six years in soap line, raw material, control, production and research work. Knows soap game A to Z. Address Box 734, care *Soap*.

Young Man—Wishes position advertising or sales department. Start at bottom with small salary. College education. Address Box 738, care *Soap*.

Soap Maker—With years of actual experience in manufacturing all grades and kinds of soaps and soap products. Address Box 741, care *Soap*.

Superintendent—Man with twenty years' experience and fine record in manufacture of soaps, textile soaps and specialties, desires new connection as plant manager or assistant. Technical education and practical experience combined. Address Box 739, care *Soap*.

Soap Maker—A man capable of taking full charge of plant making all types of soap, including liquid and oil soaps, desires new connection. Thirty years' experience. Best references. Box 740, care *Soap*

Salesman—Calling on manufacturers and distributors of insecticides, sprays, and sanitary and exterminating products in Metropolitan area, including Northern New Jersey, desires an addi-

USED MACHINERY

COMPLETELY

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SPECIALS

6—650 Gal. Dopp Steam Jacketed Kettles. Bargain.
1—1,000 Gal. Steam Jacketed, Rendering Kettle.
1—Jones "A" Automatic Soap Press.
1—Broughton Mixer, 1,000 lb.

1—Swenson Single Effect Glycerine Evaporator, complete.
6—Vertical Crutchers, 3600, 3000, 1500, 1200 lb. capacity, Houchin-Aiken, Dopp.
1—H. A. Granite 3-roll Mill, 12″x24″.
1—H. A. Jumbo Plodder, 8″.
1—Ralston Automatic Soap Press.
25—Filter Presses, 12″x12″ to 42″x42″.
5—Soap Chippers, 18″, 20″, 24″ and 30″.
1—1200 lb. Hand Operated Slabber.
100—Soap Frames, 1600 lb., 1200 lb.
6—World, Ermold, Knapp Labelers.
1—H. A. Soap Mixer, 100 Gal.
16—Horizontal Dough Mixers, 20 Gal. to 500 Gal.
40—Dopp Jacketed, Agitated Kettles, 50 Gal. to 200 Gal., with ribbon, bridge and double motion agitators.
150—Cast Iron and Steel, Jacketed and Agitated Kettles, 50 Gal., to 5000 Gal.
MISCELLANEOUS: — Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

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Persulphate of Potash
Caustic Potash
Caustic Soda

JOSEPH TURNER & Co.
19 CEDAR STREET
NEW YORK CITY

TRADE B MARK

Barrett Standard CHEMICALS

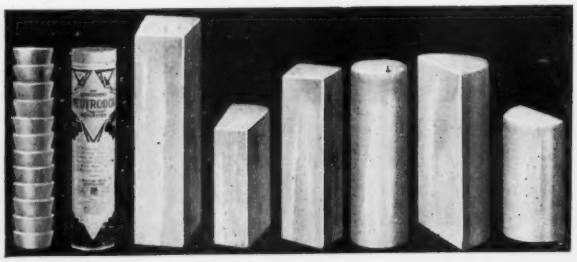
Before any Barrett Standard Chemical can be released for shipment, it must pass rigid tests to assure its quality. When you purchase chemicals packed under the Barrett trade-mark you are certain of quality.

A manufacturing experience of more than 40 years stands back of Barrett Standard Chemicals. Constant improvement in methods has contributed to a reputation which is jealously guarded by the maintenance of exacting specifications. It pays to standardize on Barrett Standard Chemicals.

CRESOLS CRESYLIC ACIDS
TAR ACID OILS AMMONIAS

The Barrett Company
40 Rector Street, New York, N. Y.

WORLD'S LARGEST PRODUCERS of DEODORIZING BLOCS



OFFER YOU THEIR FAMOUS QUALITY
Under Your Private Label—

U. S. AIR CONDITIONING BLOCS outsell all other blocs because they are moulded, hard and uniformly perfumed. Sizes and shapes (as illustrated) to fit any containers. Odors to meet current needs. Packed for you under your private label.

Handsome perforated metal containers in White Enamel, Porcelain, Oxidize or Nickel-Plate with Jobbers' nameplate.

Also NEUTRODOR URINAL BLOCETTES individually wrapped in cellophane and AEROZONE DEODORIZING CRYSTALS—both packed in beautiful lithographed tins.

Also HIK BRAND—a new line of Deodorizing Blocs and Crystals priced so low that you can meet any competition.

Write for new price bulletin on Deodorizing Blocs, Liquid Soap, Soap Dispensers, etc. New catalog on request.

U. S. SANITARY SPECIALTIES CORP.
435-41 South Western Ave. Chicago, Illinois

"FILMASEAL"
Trade Mark Reg. Patents Pending

Airtight . . .
Leakproof . .
Tamperproof .

A transparent film sealed to top of container
Plus our continuous thread screw cap
Film must be removed to reach contents
Used with standard C. T. bottles and jars
Automatic application . . . no decrease in output
Adapted to large scale production
One of our films will serve your purpose

FERDINAND GUTMANN & CO.
Bush Terminal No. 19 • Brooklyn, N. Y.
SANISEAL METAL MILK CAPS . . . DISTILLED WATER CAPS
CROWN CORKS
CONTINUOUS THREAD CAPS . . . SPECIAL PURPOSE CAPS
Closure Specialists Since 1890

Say you saw it in SOAP!

tional line of merit sold to this trade. Small drawing account against commissions. References. Address Box 737 care *Soap.*

Soap Maker and Chemist with many years' experience making all kinds of laundry and toilet soaps, seeking change. Good references. Can take complete charge of manufacturing. Address Box 743, care *Soap.*

Salesman—Seeks new connection. Manufacturer of regular and private brands toilet soap can secure profitable representation, covering all classes of trade. Commission basis. In and around Metropolitan Territory. Record will stand closest investigation. Address Box 742, care *Soap.*

WANTED

Wanted—Practical soap maker for moderate sized plant with thorough knowledge all grades of soap including cold made and kettle soap artificially mottled. Advise types of soap in which experience is limited. Give age, salary, and bona-fide references. Address Box 748 care *Soap.*

Young Man—With actual experience in soap boiling and crutching for progressive western factory. Give full details of education, experience, age, and whether married or single. State salary expected. Address Box 744, care *Soap.*

Salesmen Wanted—Brushes, janitor supplies, sanitary specialties, soaps, chemicals for open territories. We manufacture and distribute to the largest users. Liberal commissions, exclusive territory. References exchanged. J. S. Costello & Son, 1108 Pine St., St. Louis, Missouri.

Sales Manager—Wanted by well known progressive soap manufacturer in Middle West. Executive to take charge of laundry soap sales. Communicate with full details to Box 745, care *Soap.*

Superintendent—Man wanted for soap plant. Must be thoroughly acquainted with all details of manufacturing and plant management. Give age, references and salary expected. Box 749 care *Soap.*

LIQUIDATION

Surplus Equipment from H. K. Mulford Co. and Sharpe & Dohme, Philadelphia.

Among above is offered:

20—Tablet Machines (pulley driven) for tablets up to 1½" dia.
4—Para block Foot Presses.
6—Dry Powder Mixers.
4—Trough Mixers (some jacketed).
20—Copper, Aluminum and Enameled Kettles, some agitated.
3—Sharples Centrifuges.
Miscellaneous: Pumps, Tanks, Office Equipment, Machine Shop Equipment, Etc.

SEND FOR COMPLETE LISTS

SOAP MACHINERY SPECIALS

1—Soap Chip Dryer, with Chilling Rolls, 1500 lbs. capacity.
3—Dopp & Doll Vert. 1000 and 1500 lbs. Crutchers.
5—Foot Presses for Soaps and Deodorizing Blocks.
2—Jones & Ralston Automatic Presses.
8—Dopp Kettles, Open and Closed.
1—Ernest Scott Glycerine single effect Evaporator, complete with vacuum pumps.
8—Cast Iron 12, 18, 24, 30, 36 inches square, Shriver and Sperry Filter Presses.
50—600 and 1200 lbs. capacity Frames.
2—3 roll Huber and H. A. Stone Mills.
1—4 roll Rutchman Stone Mill.
4—Nos. 1, 2 and 3 Meade Mills.
1—Powder Crusher.
2—6" Single and Twin Screw Plodders.
2—Broughton Mixers.
1—American Soap Wrapping Machine.
2—Slabbers, 600 and 1200 lbs. Hand and Power Driven.
10—Rotary Soap Pumps—1 to 4 inches.

BLOWERS—EXHAUST FANS—ENGINES—STEEL AND WOOD TANKS — PUMPS — STORAGE TANKS—MOTORS—CONVEYORS—ELEVATORS —COPPER, ALUMINUM AND IRON KETTLES—ETC.

Send for Complete List!

We buy and sell from single items to complete plants

STEIN-BRILL CORP.

25 Church Street

PHONE! New York City WRITE!

Phones—BArclay 7—4850-1-2

FLY SPRAYS

READY TO SELL
VERY EFFECTIVE

CHEAPER THAN MAKING YOUR OWN

By varying the perfume we can give you an individual product.
Write for Prices.

COAL TAR AND PINE DISINFECTANTS **CRESOL COMPOUNDS**

CHEMICAL COMPOUNDING CORP.

262 Huron St. GReenpoint 9—5585 Brooklyn, N. Y.

VEGETABLE OILS
TALLOWS GREASES

The Davidson Commission Co.

Established 1904

Fatty Acids Soapstock
Animal Oils

BROKERS

175 West Jackson Blvd.

Phone Wabash 2604 Chicago, Ill. Codes Yopp-Cross-Robinson

Write for samples and prices.

The New Morrison when completed, will contain 3,400 rooms

TALLEST
Hotel
in the World
Forty-Six
Stories High

Chicago's
MORRISON
HOTEL

Corner Madison and Clark Sts.

Closest in the city to offices, theatres, stores and railroad stations

1,950 ROOMS NOW
500 BEING ADDED

—all outside, with bath, running ice water, telephone, bedhead lamp, radio set and Servidor.

RATES, $2.50 UP

SECURITY *plus!*

by using

CIN-MADE FIBRE CANS

Made in many styles, sizes and colors

Let us discuss your packaging and shipping problems with you, whether large or small,—and send you samples and prices.

CIN-MADE SERVICE Is Nation Wide

Type 5-TP **The Cincinnati Mailing Device Company** Type 2-T

294 EGGLESTON AVENUE *Fibre Can and Tube Specialists Since 1902* CINCINNATI, OHIO

Say you saw it in SOAP!

For Sale

For Sale—Steam jacketed agitator, 6′ high, 6′ diameter. Capacity 1200 gallons. Motor and chain driven. Motor 7½ H. P. Vertical agitator completely jacketed. Charged only on one occasion. Practically new and absolutely perfect in every detail. A bargain for cash. Address Box 746, care *Soap*.

Soap Formulas—I am offering the formulas of the late J. A. Kyle, who for over 35 years was connected with some of the largest manufacturers of soaps, etc., in this country. Personal services will be given if required. Address W. E. Wilkinson, 174 Vreeland Ave., Rutherford, N. J., or western agents, A. E. Starkie Co., 1 No. Crawford Ave., Chicago, Ill.

Miscellaneous

Interest in Business—Desire to purchase substantial interest in going business manufacturing soaps, liquid soaps, sprays, and allied products where many years' experience in manufacturing these products will be of value. Or desire to associate through partnership with established sales organization selling this type products on manufacture-sales arrangement. Address Box No. 733, care *Soap*.

British Manufacturer of several good specialties (Soaps, polishes, disinfectants, brushes, and mops) invites applications from substantial concerns prepared to purchase manufacturing and selling rights for America for cash or part profit basis. Address ZAN Ltd., Sandbach, Cheshire, England.

Sales Agent—Man with good following in the South, with headquarters at New Orleans, is in a position to handle an additional line selling to manufacturers of disinfectants, insecticides, soaps, toilet goods, and allied products. Communicate with Box 747, care *Soap*.

Cash for Surplus—Specialties, Chemicals, Soaps, Oils, Waxes, Gums, Dyes, Solvents, Metals, By-Products, Residues. Confidential services when required. Chemical Service Corp., 38 Park Row, New York, N. Y.

Clifford T. Weihman, Smith-Weihman Co., vegetable oils, New York, has been elected to membership in the New York Produce Exchange.

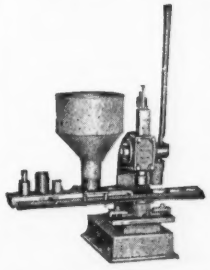
We Manufacture
For The Trade ONLY

Liquid Soap Base
Auto Soaps
Potash Oil Soap
Shampoo
U.S.P. Cresol Compound
Coal Tar Disinfectants
Liquid Soap
Pine Oil Soap
U.S.P. Green Soap
Shampoo Base
Pine Oil Disinfectants
Insecticides

Ask for samples of these specialty bulk products!

HARLEY SOAP CO.
2852 E. Pacific St. Philadelphia

A Hand Operated
BENCH PRESS
for
PARA
and
Naphthalene
Blocks



Deodorizing block Press for hand operation. Bench type, equipped with new micro-adjustable bottom dies for accurate weights.

Also
Foot and
Power
Presses

A full line of equipment for the manufacture of SOAPS, LIQUID SOAPS, SOFT SOAPS, FLAKES, SOAP POWDERS, SCOURING and WASHING PRODUCTS.

Consult us on your machinery problems!

HUBER MACHINE CO.
SINCE 1893
262 46th Street Brooklyn, N. Y.

Where to buy

RAW MATERIALS AND EQUIPMENT

for the Manufacture of Soaps and Sanitary Products

NOTE: This is a classified list of the companies which advertise regularly in *Soap.* It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. *"Say you saw it in SOAP."*

ADHESIVES

Grasselli Chemical Co.
Mechling Bros. Chemical Co.
National Adhesives Corp.
Philadelphia Quartz Co.
Standard Silicate Co.

ALKALIES

Columbia Alkali Co.
Diamond Alkali Co.
Dow Chemical Co.
Hooker Electrochemical Co.
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Warner Chemical Co.
Welch, Holme & Clark Co.

AROMATIC CHEMICALS

Antoine Chiris Co.
Dodge & Olcott Co.
Dow Chemical Co.
P. R. Dreyer, Inc.
Felton Chemical Co.
Benj. French, Inc.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Magnus, Mabee & Reynard
Merck & Co.
Monsanto Chemical Works
Newport Chemical Works
Polaks Frutal Works
Schering Corp.
George Silver Import Co.
Solvay Sales Corp.
A. M. Todd Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

BULK AND PRIVATE BRAND PRODUCTS

Alpine Chemical Co.
Baird & McGuire, Inc.
Chemical Compounding Corp.
Chemical Supply Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Eagle Soap Corp.
Harley Soap Co.
Koppers Products Co.
Kranich Soap Co.
Edgar A. Murray Co.
Palmer Co.
John Powell & Co.
Ratin Laboratory
Geo. A. Schmidt & Co.
Stevens Soap Corp.
U. S. Sanitary Specialties Corp.
White Tar Co.
Windsor Wax Co.

CANS

Continental Can Co.
Metal Package Corp.
William Vogel & Bro.

CHEMICALS

Columbia Alkali Co.
Diamond Alkali Co.
Dow Chemical Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
A. Klipstein & Co.
Mechling Bros. Chemical Co.
Merck & Co.
Monsanto Chemical Works
Newport Chemical Works
Niagara Alkali Co.
Philadelphia Quartz Co.
Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Joseph Turner & Co.
Victor Chemical Works
Warner Chemical Co.
Welch, Holme & Clark Co.

COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid oil, etc.)

Baird & McGuire, Inc.
Barrett Co.
Dominion Tar & Chem. Co.
Koppers Products Co.
Monsanto Chemical Works
White Tar Co.

CONTAINERS

(See also Steel Containers)

Bemis Bros. Bag Co. (Bags)
Cincinnati Mailing Device Co. (Paper Cans)
Sun Tube Corp. (Collapsible Tubes)

DEODORIZING BLOCK HOLDERS

Eagle Soap Corp.
Palmer Co.
U. S. Sanitary Specialties Corp.
William Vogel & Bro.

ESSENTIAL OILS

Antoine Chiris Co.
Dodge & Olcott Co.
P. R. Dreyer, Inc.
Fritzsche Brothers, Inc.
Magnus, Mabee & Reynard
Polaks Frutal Works
George Silver Import Co.
A. M. Todd Co.
Ungerer & Co.
United Chemical & Drug Corp.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

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Consulting Chemists and Engineers

Specializing in Soaps, Disinfectants, Insecticides, Polishes, Etc.

FOSTER D. SNELL, A. M. Ph. D.
130 CLINTON ST., BROOKLYN, N. Y.
Consulting Chemist
RESEARCH ANALYSIS CONSULTATION OPERATION
SOAP, POLISH AND SPECIALTIES

Samuel P. Sadtler & Son, Inc.
Consulting Chemists and Analysts
210 S. 13th St. Philadelphia
Specializing in
OILS - SOAPS - POLISHES - ETC.
Analyses—Practical Formula Development

"IF YOUR PROBLEMS HAVE ANY CONNECTION WITH SOAP oils, finishing materials, cosmetics, polishes or insecticides, we guarantee to solve them or
OUR SERVICE COSTS YOU NOTHING."
Illinois Chemical Laboratories, Inc.
1164 W. 22nd Street Canal 7313-7314
CHICAGO

Charles H. LaWall Jos. W. E. Harrisson
LaWall & Harrisson
Chemists
Analytical—Consulting—Research
Phenol Coefficients
214 S. 12th St. Philadelphia

BUREAU OF CHEMISTRY
of the
New York Produce Exchange
H. P. TREVITHICK, Chief Chemist
Soaps, Vegetable Oils, Glycerine, Shellac
Rooms F-12-16 2 Broadway
Produce Exchange Bldg. New York, N. Y.
Member Association of Cons. Chemists and Chemical Engineers

CONSULTING CHEMISTS AND ENGINEERS
offering their services to manufacturers of soaps, disinfectants, household insecticides, polishes, cleansers, etc., should keep themselves before the entire industry regularly through the use of space in this department of SOAP.

Specialist in
OILS, FATS, WAXES
CHARLES V. BACON
Chemical Engineer
3 Park Row New York

ALAN PORTER LEE
Engineer
SOAPMAKERS' PROCESSES
OIL EXTRACTION—REFINING
VACUUM BLEACHING—HYDROGENATION
FATTY ACID AND GLYCERINE TECHNIC
Design, Construction, Operation
Reports, Appraisals
136 Liberty St., New York, U. S. A.

CONSULTING CHEMISTS AND ENGINEERS
offering their services to manufacturers of soaps, disinfectants, household insecticides, polishes, cleansers, etc., should keep themselves before the entire industry regularly through the use of space in this department of SOAP.

SEIL, PUTT & RUSBY, INC.
16 East 34th Street, New York City
Specialists in the analysis of
Essential and Fatty Oils
Aromatic Chemicals
Pyrethrum Sprays and Powder
TELEPHONE AShland 4—4343

PEASE LABORATORIES, INC.
39 West 38th Street, New York City
Chemical, Bacteriological, Sanitary and Physiological Investigations
Consultants on Technical Advertising, Literature and Labels

Skinner & Sherman, Inc.
246 Stuart Street, Boston, Mass.
Bacteriologists and Chemists
Disinfectants tested for germicidal value of phenol coefficient by any of the recognized methods.
Research—Analyses—Tests

Say you saw it in SOAP!

RAW MATERIAL and EQUIPMENT GUIDE

(*Continued from Page* 130)

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. *"Say you saw it in SOAP."*

MACHINERY

Alsop Engineering Co. (Liquid mixing, filling and storage)
Anthony J. Fries (Soap Dies)
Houchin Machinery Co. (Soap Machinery)
Huber Machine Co. (Soap Machinery)
R. A. Jones & Co., (Auto. Presses; Cartoning Machy.)
Mixing Equipment Co. (Portable Mixers)
Proctor & Schwartz (Dryers)
C. G. Sargent's Sons Co. (Dryers)
I. Schwartz Eng. & Die Works (Soap Dies)
Solutionizer Co. (Sudsing Equipment)
Sowers Mfg. Co. (Crutchers)
Stokes & Smith Co. (Packaging Machinery)
Wurster & Sanger, Inc. (Soap, Glycerine, Oil, Hydro plants)

MACHINERY, USED

Consolidated Products Co.
Newman Tallow & Soap Machinery Co.
Stein-Brill Co.

METAL CAPS

Anchor Cap & Closure Corp.
Ferdinand Gutman & Co.
Williams Sealing Corp.

OILS AND FATS

Davidson Commission Co.
Emery Industries, Inc.
Spencer Kellogg & Sons
Newman Tallow & Soap Machinery Co.
Welch, Holme & Clark Co.

PARADICHLORBENZENE

Dow Chemical Co.
Hooker Electrochemical Co.
Monsanto Chemical Works
Niagara Alkali Co.
Solvay Sales Corp.

PERFUMING COMPOUNDS

Antoine Chiris Co.
Dodge & Olcott Co.
P. R. Dreyer, Inc.
Evergreen Chemical Co.
Felton Chemical Corp.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Heine & Co.
E. M. Laning Co.
Magnus, Mabee & Reynard
Polaks Frutal Works
George Silver Import Co.
Ungerer & Co.
United Chemical & Drug Corp.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

PYRETHRUM PRODUCTS

(Insect Flowers, Powder and Pyr. Ext.)

J. L. Hopkins & Co.
McCormick & Co.
McLaughlin, Gormley, King Co.
S. B. Penick & Co.
John Powell & Co.
United Chemical & Drug Corp.

RAW MATERIALS, MISCELLANEOUS

Darco Sales Corp. (Decol. Carbons)
Franks Chem. Prods. Co. (Stearates)
General Naval Stores Co. (Pine Oil-Rosin)
Hercules Powder Co. (Pine Oil and Rosin)
Industrial Chemical Co. (Chalk)
Merck & Co. (Lanolin and Chlorophyll)
National Adhesives Corp. (Adhesives)
Rohm & Haas Co. (Insecticide Base)
Pylam Products Co. (Lathering Agent)

SOAP COLORS

Fezandie & Sperrle
Pylam Products Co.

SOAP DISPENSERS

Bobrick Mfg. Co.
Clifton Chemical Co.
Eagle Soap Corp.
Palmer Co.
U. S. Sanitary Specialties Co.

SODIUM SILICATE

Grasselli Chemical Co.
Machling Bros. Chemical Co.
Philadelphia Quartz Co.
Standard Silicate Co.

SPRAYERS

American Can Co.
Breuer Electric Mfg. Co.
Continental Can Co.
Dobbins Mfg. Co.
Electric Sprayit Co.
Hudson Mfg. Co.
Lowell Sprayer Co.
Potato Implement Co.
William Vogel & Bros.

STEEL CONTAINERS

Niles Steel Products Co.
Republic Steel Package Co.
John Trageser Steam Copper Works (Pails and Drums)
Wilson & Bennett Mfg. Co. (Pails and Drums)

TRI SODIUM PHOSPHATE

American Cyanamid Co.
Bowker Chemical Co.
Grasselli Chemical Co.
United Chemical & Drug Corp.
Victor Chemical Works
Warner Chemical Co.

Mechling's Silicate of Soda

increases the usefulness of your laundry soaps to your customers

MECHLING BROS. CHEMICAL COMPANY
PHILADELPHIA CAMDEN, N. J. BOSTON, MASS.

BEMIS WATERPROOF BAGS

Here are six of the many reasons why every year sees more and more Soap Manufacturers shipping dry soap in Bemis Waterproof Bags —

Waterproof	Close quickly
Siftproof	Save storage space
Cost little	Reduce tare weight

Write for samples and prices today.

BEMIS BRO. BAG CO.
605 S. Fourth Street, St. Louis, Mo.
5108 Second Ave., Brooklyn, N. Y.

037R2

SOAP POWDER

FLUFFY AND HEAVY

Scouring Powder
and
Detergent

Packed in barrels or kegs.
In bulk to the trade.

STEVENS SOAP CORP.
200 Sullivan St., Brooklyn, N. Y.
CUmberland 6—3747

TWITCHELL

Liquid Kontakt

for
High Grade
Fats

Kontakt D. P.

for
Low Grade
Fats

THE TWITCHELL PROCESS COMPANY
CINCINNATI OHIO

PROCESS

Say you saw it in SOAP!

STEEL DRUMS

That are built to last!

30-55-110 gal. sizes

The BEST
Containers for
LIQUID SOAPS
DISINFECTANTS
CLEANSERS
ESSENTIAL OILS
VEGETABLE OILS
CHEMICALS
GLYCERIN
ETC.

Black, Galvanized, Tinned

Sturdy and long lasting, the Trageser heavy duty steel drum will be carrying your materials to market long after cheap containers have found the junk pile. Order a sample drum.

JOHN TRAGESER STEAM COPPER WORKS
GRAND STREET MASPETH, L. I., N. Y.

Special tanks, tubs, pails, etc.

Bound Volumes of "SOAP"

A few complete bound volumes of SOAP are available at ten dollars per copy. If you are interested it will be advisable to order promptly.

Volume Three, Sept., 1927, through Aug., 1928—2 sets
Volume Four, Sept., 1928, through Aug., 1929—1 set
Volume Five, Sept., 1929, through Aug., 1930—1 set
Volume Six, Sept., 1930-Dec., 1930—2 sets.....($5.00)

MACNAIR-DORLAND COMPANY, INC.

136 LIBERTY STREET
NEW YORK

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WELCH, HOLME & CLARK CO., Inc.

Established 1838

563 Greenwich Street, New York City

CHEMICALS		VEGETABLE OILS	
CAUSTIC SODA	BATH POWDER	OLIVE OIL	SESAME OIL
SODA ASH	CAUSTIC POTASH	OLIVE OIL FOOTS	PALM OIL
SAL SODA	CARBONATE POTASH	COTTONSEED OIL	PALM KERNEL OIL
TALLOW	GREASE	SOYA BEAN OIL	COCONUT OIL
FATTY ACIDS			

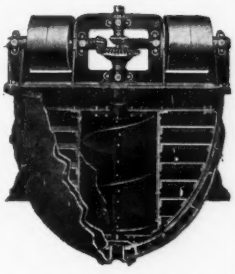
Use NEW-O-SAPINE to overcome your soap troubles

Mix Your Soap Specialties the Best and Cheapest Way

If you are in doubt about the efficiency and costs of operation of your present mixers, use the Dopp Experimental Department as your testing laboratory to check up on mixer performance on your product.

In this Department you can run comparative tests in Dopp Equipment on 30 to 40 gal. batches, with various steam temperatures, and various types and speeds of agitation. From your records of these tests you can readily obtain a "standard of performance" against which your present mixers can be judged.

Such a study saves you both time and expense; no need to invest in new equipment until you find out whether new equipment is needed, and the proper kind to buy.



Dopp "A-D" Mixer, combination screw and sweep, with scrapers; gives best results on many heavy soap specialties.

Write for Discussion No. 2; it explains how, without charge or obligation, the Dopp Experimental Department is made available for your use.

COWERS MANUFACTURING CO.

MANUFACTURERS OF DOPP EQUIPMENT FOR HEATING, COOLING AND MIXING

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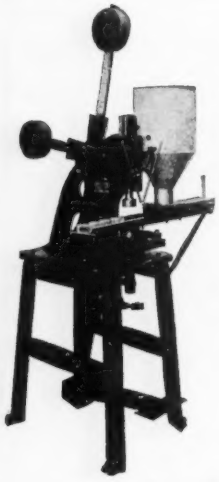

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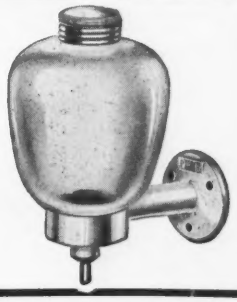

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